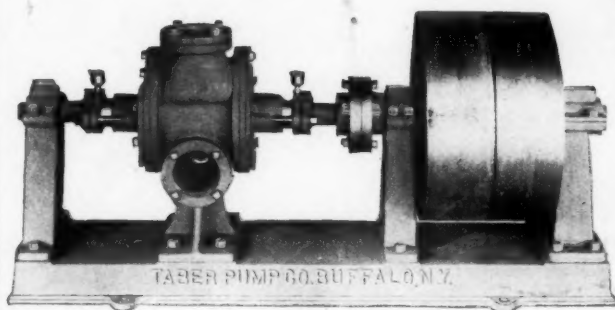


THE NATIONAL PROVISIONER

NEW YORK AND CHICAGO

PUBLISHED EVERY SATURDAY

MAY 27, 1916



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THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 22.

TO SEIZE ALL MEAT IN GERMANY.

Cable advices this week from Berlin state that the Bundesrath has adopted an ordinance effective May 25 placing all meat in Germany at the disposal of the newly organized Imperial meat bureau. This bureau alone will be competent to authorize the sale or further disposal of meat at "reasonable prices," presumably only to communal organizations or meat dealers operating under communal control. If it is impossible to establish prices by mutual agreement the authorities will prescribe them.

A census of all meat supplies, including smoked and pickled, as well as fresh meats, was to be taken throughout the empire on May 25. This census will differ from all former tabulations of the kind in that it is provided that "those quantities designed solely for the household of the owner" need not be reported. This action follows the recent creation of a Minister of Food Supplies, under whose absolute domination all the food in Germany is to be collected and distributed. This is regarded as the only way to avert famine conditions now facing portions of the country.

It was reported from Rotterdam that in Berlin things are going from bad to worse in the matter of food. Fresh meat has been almost unobtainable, and it is now disclosed that for some days the capital has been without sausages. From this week the butter ration will be reduced to ninety grammes, less than a fifth of a pound per head per week. For this amount the city council has fixed the price at 12 cents. It was only a few weeks ago that the ration was fixed at a quarter of a pound, and assurances were given that the supplies were adequate to meet this demand.

The council now admits that this was not the case. They repeat the assurance so far as the new ration of a fifth of a pound is concerned, but the people are skeptical. For several weeks thousands of housewives, after waiting hours outside shops, were unable to obtain a single ounce.

As regards meat, the same authority intimated that the minimum amount was liable to be varied each week. In the future this foreshadows a reduction also of the meat ration. Again the admission is being made that the council was wrong in its assurances that supplies in hand were large enough to provide everybody with the legalized minimum of meat.

As a part of the new dictatorship scheme,

Berlin will be divided into four districts, each containing sixty butcher shops. Responsible for each group will be two master butchers, assisted by a government official and one veterinary surgeon. To each group will be allotted a certain number of cattle and the head of every family in Berlin has each week to order what his requirements will be in the succeeding seven days.

TO ORGANIZE COUNTRY'S RESOURCES.

In behalf of President Wilson Congressman James Hay this week introduced a bill in the House at Washington providing for a "Council of Executive Information, for the co-ordination of industries and resources for the national security and welfare." The members shall be the Secretaries of War, Navy, Interior, Agriculture, and Commerce and Labor. There shall also be an advisory committee of seven to serve without compensation, and to be experts on some industry, public utility or development of some natural resource. One duty shall be to increase domestic production of materials essential to support armies. There is appropriated \$200,000 to be available immediately for experimental work and investigation. The administration is behind this bill and it is expected to pass this session.

MEAT PRODUCERS GET THE MONEY.

Official reports from Washington state that prices paid producers for meat animals, from April 15 to May 15, increased 1.7 per cent., compared with last year. The May 15 prices were 17.4 per cent. higher, and with a six-year average 18.3 per cent. higher. Hogs averaged \$8.37 per 100 pounds, an increase of \$1.60 over last year; beef cattle \$6.73, an increase of 60 cents; sheep \$6.66, an increase of \$1.08.

DANISH OLEOMARGARINE PRODUCTION.

The production and consumption of oleomargarine increased materially during 1915 in Denmark. In 1914 there were manufactured in the country about 90,000,000 pounds of oleomargarine, while in 1915 the production increased to 110,000,000 pounds, 75 per cent of which was made by 25 factories. The imports were 5,000,000 pounds, while the exports were only 200,000 pounds.

Is there some problem in the operation of your plant that bothers you? Submit it to The National Provisioner and get the answer.

DEMAND ACTION ON DAIRY REFORM.

Protests against existing conditions in the manufacture and marketing of dairy products continue to pour into Washington as a result of the Linthicum resolution demanding a federal investigation of dairy product conditions. Passage of the Linthicum resolution is urged, looking to a thorough revelation of conditions and action toward the inspection and regulation of this industry.

After the hearing by the House Committee on Rules on the Linthicum resolution, the dairy interests asked for a postponement with a view to a rehearing. Since that time they have made no further move toward a rehearing, and it is indicated that they are afraid of such rehearing as bringing further undesirable revelations of conditions which they do not want exposed. A favorable report on the Linthicum resolution is expected from the House Committee on Rules.

HEARING ON MILK AND PRODUCTS.

A public hearing on definitions and standards for milk, cream, condensed milk and other milk products will be held in Chicago on June 13 and 14, 1916, by the Joint Committee on Definitions and Standards representing the U. S. Department of Agriculture, the Association of Official Agricultural Chemists, and the Association of American Dairy, Food and Drug Officials.

All persons interested are invited to attend. Those who desire may present their views in writing to the Secretary to the Committee, Bureau of Chemistry Building, Washington, D. C., on or before the dates set for the hearing. Ice cream and butter will not be considered at this hearing.

The representatives of the committee desire to obtain from the trade and others definite and accurate information concerning the composition, standards, grades, and descriptive terms or names of the various milk products on the American market, so that appropriate definitions and standards may be determined and presented to the three associations for approval.

Subjects will be discussed in the following order: June 13, Definitions, Standards and Grades of Milk and Cream; June 14, Sweetened Condensed Milk, Condensed Skimmed Milk, Sweetened Condensed Skimmed Milk, Dried Milk, Dried Skimmed Milk, Dried Cream, Homogenized and Pasteurized Milk Products, and Cheese. The hearings will be held at 10 a. m., in the Hotel Sherman, Randolph and Clark streets, Chicago.

SOYA BEANS AND OTHER COMPETING PRODUCTS

Discussed at Profitable Meeting of Mississippi Cotton Seed Crushers

The fifth annual convention of the Mississippi Cotton Seed Crushers Association was held last Thursday and Friday at the Hotel Grunewald, New Orleans, La. There was a large attendance and the programme proved to be of unusual interest. The entertainment furnished by the New Orleans hosts was especially hospitable, and the meeting left a pleasant and lasting impression.

The following officers were elected for the ensuing year: President, J. W. McRaven, Yazoo City, Miss.; vice president, Steven M. Malone, Natchez; secretary-treasurer, H. C. Forrester, Meridian. Executive committee, E. M. Durham, Vicksburg; J. H. Petty, Indianola; W. D. Lowe, Canton; J. B. Perry, Grenada; Harris Barksdale, Jackson; M. R. Jones, Rolling Fork; Clark R. Strain, Tupelo.

The first day's session was marked by the usual happy welcoming speeches and responses, President Clark R. Strain of Tupelo presiding. President Strain, in his annual address, urged larger support, and recounted the story of the strenuous year, when oil opened at 33 cents, with no ships and no future. Unexpected speculation and the war had proved a boon, markets moved to highest level, and oil closed at 75 cents.

He warned the crushers to go slow on fiber plants, called attention to the depression in cake and meal and argued the necessity to support the administration shipping bill. A campaign had been conducted to exploit meal as feed. One fault, as with other Southern commodities, was dumping the output upon the market in a few months instead of gradually. Efforts of some avail had been exerted to create a demand for fertilizer as the only present source of potash.

He advised the farmers that they could diversify too much. They must not eliminate cotton altogether, but raise stock and grain and on the remaining land grow twice as much cotton as they previously had on the entire area.

On the financial end of their business, the state bank examiner had been asked to try for some definite figures, and he hoped the plan would work out. He recommended that the tendency of the railroads to increase rates be probed by a special committee. Secretary H. C. Forester, of Meridian, reported that thirty-eight mills, over half those operating in the state, were members of the Mississippi Association.

Soya Beans an Absorbing Topic.

A feature of the days discussion was talk about soya beans, peanuts and other competing products. L. P. Nemzek, special technical representative of the American Paint Manufacturers Association, advocated soya beans as the best crop for mills to advocate among farmers. Soya beans could be brought from Manchuria for one dollar a bushel, so the mills could afford to pay the farmers that price and a little more. They could inexpensively adapt their plans to the manufacture of soya oil, and it would keep the mills going during the long period of idleness between cotton crops.

The oil was only partially useful in paint making, as it did not dry as fast as linseed, though that could be corrected. It was the ideal oil for soap, however, and uses and demand would grow. A ton of beans easily yields 35

to 38 gallons of oil, and 25 to 30 bushels an acre is a conservative yield for this section, leaving hay that was worth something, besides the fertilizing value.

E. Cahn, of Meridian, said he feared a soya bean agitation would decrease cotton production, but H. E. Blakeslee replied that cotton would always be the greatest crop. Nevertheless it was important to have diversification both for the farms and the mills. Mr. Forrester argued that with the beans at a dollar a bushel and the oil at 50 cents a gallon, besides 1,570 pounds of meal to the ton, much larger than in the case of cottonseed, the mills could make money out of the beans.

M. H. Janin detailed soya bean experiments at Vicksburg five years ago. He distributed five or ten tons among the oil mills, but they showed so little interest that he dropped the matter. John M. Parker of Louisiana became one of the largest soya bean raisers, but used it only for stock feed, as did other growers.

Julien L. Brode, of Memphis, argued for peanut oil as paying farm and mill better, production being about equal per acre, but the oil yield greater. George W. Covington, of Hazelhurst, was similarly inclined, as peanuts gave 75 gallons of oil and soya beans only 40 to the ton. Peanut hay was also valuable. However, he deemed it vital to go into the matter thoroughly, and he moved a special committee to handle the investigation of relative merits, the result to be sent to the members so that it could be demonstrated to the farmers without delay. This was adopted.

E. T. George, of New Orleans, voiced a warning against selling cottonseed products ahead. The new season would find supplies and stocks short. He predicted the highest oil prices ever known for August and September. So it would be wisest to start with a clean sheet and pay for seed what it is worth. Conservation should be the rule in all branches of the business.

Commissioner of Agriculture H. D. Wilson of Louisiana talked in favor of soya beans as a crop. Publicity chairman H. E. Blakeslee defended a square deal in the feed business, praised newspaper aid, advised a fertilizer, oil and compound lard campaign, and told incidentally how the high price of paper was interfering with the bulletin which he sent out to 42,000 farmers. As to soya beans, he urged against plunging, and recommended district tests and the gradual education of the farmers. He secured a special committee to co-operate with his plan for a special Mississippi products tour of the Northwest in August, and with the Mississippi centennial celebration next year.

F. W. Foote, a banker, of Hattiesburg, ably discussed cotton seed and its products as collateral.

Combating Pernicious Legislation.

J. H. Petty, chairman of the legislative committee, told of success before a reasonable legislature in staving off all but the minimum ginning rate bill. Two pernicious bills defeated would be reintroduced. One nullified the arbitration clause in contracts, and the crushers had found arbitration more satisfactory than litigation. The other was to confine corporations to one line of business, which would force out the ice

plants and mixed feed departments, of the oil mills. He urged co-operation with the Inter State Association committee, especially in its fight for oleomargarine.

Dr. H. B. Battle delivered a timely address on the close cutting of lint. The war had created extraordinary demand and price for lint, five shots consuming a bale and many millions of shots being fired. Reduced acreage and boll weevil were decreasing supply and increasing price. In the old days 80 to 90 pounds were secured off a ton of seed, now the mills were securing 150 to 200 pounds. If the mills cut the old way it means \$3 difference a seed ton, so the old mills cannot compete. Mills, to live, must invest in the best and most modern equipment and machinery, keep it in the best order, do efficient work twenty-four hours a day, and exercise eternal vigilance.

Chairman M. H. Janin of the committee on Presidential Strain's report, recommended special committees on gradual marketing, transportation rates, purchasing supplies in common, and soya bean culture, and additional funds for publicity. It favored the administration shipping bill, and the repeal of the federal oleomargarine tax. The convention adopted the recommendation. The convention protested to the Interstate Commerce Commission against proposed increase in freight rates on cottonseed products to New England.

A handsome silver service was presented to retiring President Strain and the convention adjourned amid good feeling.

MEMPHIS CONVENTION PLANS.

Local committees have prepared a lavish program of entertainment for those attending the convention of the Interstate Cottonseed Crushers Association at Memphis, Tenn., on June 6, 7 and 8. The Memphians are noted for their hospitality, and for the many attractions of their city, and they have arranged to keep visitors busy while at the meeting.

The Rules Committee of the association will convene at the Hotel Chisca, Memphis, on June 3, chairman George W. Covington presiding, to consider revision of the rules and adoption of a uniform set of rules. These sessions will continue through June 5. The convention assembles on June 6 and continues for three days. There will be morning sessions, with afternoon and evening devoted to entertainment.

A complete list of the local committees is as follows:

Arrangements.—F. W. Brode, chairman; Fred B. Jones, J. H. DuBose, H. J. Parrish, A. F. Lewis.

Finance.—W. P. Battle, chairman; H. J. Parrish, Fred B. Jones, E. T. Lindsey, C. D. Jordan.

Entertainment.—E. R. Barrow, chairman; J. L. Brode, J. H. Scruggs, J. F. Waggoner, E. E. Clarke, Lawson D. Falls, W. S. Roberts, W. C. Johnson, A. R. Woollen, J. A. Minga.

Registration and Badges.—Albert G. Perkins, chairman; J. H. McNeill, J. B. Fishburne. Hotel Reservations.—J. H. Turberville, chairman; R. Ruffin, R. G. Ashford.

Reception.—G. Worthen Agee, chairman; Miss Kathryn Ballou, M. M. Bosworth, W. C. Boothe, Alston Boyd, Howard Brooks, A. K. Burrow, C. Douthit, Hugh Haley, D. H. Hickley, W. F. Houck, R. B. Hulme, Hugh Humphreys, E. L. Johnson, W. B. Johnson, C. C. Johnson, W. H. Madden, Frank Mahan, J. M. Manire, W. G. Manire, W. F. Mengedoh, S. M. Minor, C. L. Montgomery, John Myers, Justin R. Parrisher, Geo. H. Phillips, Wm. Reinhardt, C. H. Reynell, W. D. Roberts, H. J. Schoettlekotte, Jas. Sloan, A. C. Westervelt.

DOMESTIC PROSPERITY AND OUR FOREIGN TRADE

Government Official Takes an Optimistic View of the Future

"There is an increasing tendency these days to take stock of our industrial, commercial and financial situation," said Dr. Edward Ewing Pratt, Chief of the Bureau of Foreign and Domestic Commerce, Department of Commerce, in an address Thursday before the Southern Wholesale Grocers' Association at Memphis. "It is a most encouraging tendency, for in the not far distant future we are going to be put to a great test—perhaps a greater test than that which we passed so successfully during the dark days that followed the declaration of war. We are now, or should be, thinking of the great readjustment. It is stocktaking time.

"Questions are being asked on all sides. What is our actual condition here at home? asks a cautious banker. How much exaggeration is there in all this talk about prosperity? asks a manufacturer who doesn't always believe even when he sees.

"A great many of our business friends are trying to find out what the return of peace will mean to our industries. They want to know if their war business will be cut off in a day and if there will be a flood of cheap goods from Europe and Asia? There also seems to exist in some quarters a question as to the permanence of the foreign trade we have won. Some folks seem to question our ability to hold it after the war is over.

"Now I won't pretend to be able to finally settle all these questions. But I shall attempt to emphasize some of the important points which I think should be emphasized at this time. I hope to be able to slightly illuminate a discussion of these matters. They are points that have a direct bearing on the industry and commerce of this country.

"The prosperity of the United States is almost unprecedented. All parts of the country are sharing in the advantages of a great production, of high prices, and continually increasing profits. Our products even at high prices are in great demand, not only at home but abroad as well. The best indices of the domestic prosperity of the United States are the railway earnings, production of pig iron, building operations, bank clearances, and a study of the statistics relating to each of these lines at the present time will quickly reveal the reality of our prosperity.

Increase in Foreign Trade the Feature.

"Enormous as has been the increase in our domestic trade, that increase is scarcely to be compared with the increase in our foreign trade. The mere statement that our foreign trade in the calendar year 1915 amounted to \$5,333,000,000 as compared with our total foreign trade in 1913 of \$4,277,000,000 means little or nothing to the layman. At the present rate our foreign trade will amount to \$6,300,000,000 for the fiscal year ending July 1, 1916.

"To be told, however, that our exports have increased from \$2,484,000,000 in the calendar year 1913, to \$3,555,000,000 in 1915 may be a more tangible idea. It certainly has a significance to every one of us when we consider these exports consist of cotton, wheat, corn, flour, iron and steel, coal, lumber, agricultural implements, boots and shoes, cotton goods, woolen goods, canned goods, and a host of others.

"It is also worth while for us to keep in mind the fact that these goods which are exported are grown in the same fields with the products which remain in the United States, are mined from the same mines, are cut from the same forests, are smelted in the same blast furnaces, are manufactured in the same factories, are hauled on the same railroads, and it is only when they have reached the seaboard that they cease to be a part of our domestic trade and are then sent to foreign countries.

"Astonishing as it may appear to those who do not know the facts the increase in the exports of munitions has actually been less than the increase in the amount of secondary war supplies exported or the items that have no direct relations whatever to the war. As a matter of fact the largest increase in exports has occurred in the groups which might be called secondary war supplies, and those articles which have no direct connection with the war.

"The smallest increase in actual amount has taken place in the direct munitions of war. The actual amount of increase in the direct exportations of munitions of war to belligerent countries for the six months ending December 31, 1915, was approximately \$153,000,000. The actual increase in exports of secondary war supplies to the belligerent countries for the same period amounted to approximately \$195,000,000. While the total amount of increase of exportations which have no direct relation to the activities of belligerent nations and of all other products to belligerent and to neutral nations has amounted to approximately \$188,000,000.

"Still further, and one of our most important items, has been the increase in the exports to nations outside the war zone. These facts indicate that for the very latest period on which figures are obtainable our exports to Canada have increased by 22.6 per cent., to Central America by 33.9 per cent., to South America by 31.8 per cent., to Australia by 17.5 per cent., to Africa by 51.5 per cent., and to Russia and Asia and Japan by 135 per cent.

Big Trade Is Not in War Orders.

"The increase in our exports to countries entirely outside the war zone is the really significant lesson drawn by these statistics. Our trade to Europe, caused by the war perhaps, has increased. We can't get away from the fact, but it is more important and has deeper meaning that our trade with countries only indirectly affected by the war has increased and that that increase has been a very considerable one.

"What part of the increase in our exports other than those which are directly concerned with the belligerent activities of the belligerent nations is due to the fact that the energies of those nations have been withdrawn from their usual pursuits and are now unable to make for themselves the things which they formerly made it is, of course, impossible for us to say. How large a part of that activity which has been carried on by them in normal times has been transferred to this country likewise can not be estimated.

"How far the belligerent nations have actually cut down their consumption cannot be

gauged. How far we are taking the place of the great exporting nations of Europe in the neutral markets of the world can only be approximated. Exact figures can not be obtained and figures of almost any kind would be almost wholly misleading. We must, therefore, depend upon such meager sources as we have at our command, and upon the best a priori conclusions which we can draw."

The Optimistic View is Taken.

Before expressing his own opinion as to what effect the coming of peace will have on the industries and commerce of the country, Dr. Pratt discussed the two points of view on the subject—the pessimistic and the optimistic.

The pessimistic view, with which the speaker said he was entirely out of sympathy, holds that the nations now at war will have to make strenuous efforts to pay off their war debts, and that they will be prepared to get foreign trade at any cost, even if it is necessary to sell below cost; labor will be cheaper when the armies are disbanded and men are plentiful; the women who have been taught the trades will not be soon displaced; cheap goods will be manufactured in great quantities; the United States and Latin America will be the cockpit of an economic struggle between the European nations.

The optimistic view of the situation, which the speaker said is the correct and logical one, holds that the great war debts will mean greatly increased taxes and that practically all the elements entering into cost of production will consequently be raised. It holds that the good-will so important in selling goods has already been lost to many of the belligerent nations. The labor and supervising force will be considerably reduced and its efficiency impaired. European capital during the last few months has been withdrawn from productive uses and will still further withdraw before the end of the war. Renewals and repairs have not been made. There will be a great demand for capital when peace is made, and interest will be high.

In conclusion Dr. Pratt made the following cheerful forecast of what peace will mean for the business of the country:

"Our economic future rests squarely on the success of our foreign trade. The success of our foreign trade rests squarely upon our ability to compete in the neutral markets of the world with our past and future European competitors. I believe that the logic of the situation and the experience which past conflicts has taught us points certainly and unmistakably in that direction. American manufacturers and exporters who are closest to the firing line are those who are most confident that we will retain and extend our foreign trade. It seems to me, therefore, that with the proper care and with sufficient preparedness financially, industrially, and commercially that we will become the most important factor in world commerce.

"It seems to me that the evidence also points to a period of continued prosperity in the United States. He would indeed be an unwise prophet who would attempt to predict the exact effect of the cessation of hostilities in Europe upon the United States. We can face these consequences with courage and optimism founded upon facts. We must not forget the increased cost of production in Europe.

(Continued on page 22.)

PRACTICAL POINTS FOR THE TRADE

ACTUAL PACKINGHOUSE TESTS.

(EDITOR'S NOTE.—Every packinghouse superintendent keeps a record of tests, which is his most precious possession, and which serves him as a guide and reference in succeeding operations. It is only actual tests that tell the story in packinghouse practice; theory is all right, but practical results are a necessary guide always. The National Provisioner has printed on this page of "Practical Points for the Trade" many tests of this sort, in answering inquiries from subscribers. It has many more of these test results at its command, and will publish them from time to time for the general information of readers, instead of withholding them until some specific inquiry is made.)

RECIPES FOR ITALIAN SAUSAGE.

A subscriber in western Pennsylvania writes as follows:

Editor of The National Provisioner:

Can you give us receipts for making bock sausage and Italian sausage?

The directions for bock sausage were printed on this page last week.

There are several kinds of Italian sausage, distinctively popular provincially, as in any other country. The following formula is for Milanese salami sausage. This sausage is stuffed in hog middles by hand, as this casing is very easily ruptured, and then wound around with twine looping each coil on both sides, so that there is a lengthwise support when finished.

The meats used must be absolutely fresh and freed of all sinew, and comprise the following: lean pork shoulder and butt trimmings, lean chuck beef, and pork shoulder butt fat. Grind the beef fine, cut the pork shoulder fat into thin strips, chop these together with the dry seasoning, say ten minutes, then add the lean pork trimmings and the wet seasoning, and chop all together twenty minutes, or until of the desired consistency.

Dump this thoroughly amalgamated mass into any desirable receptacle and place in the cooler overnight, and then stuff carefully and wrap with twine as tightly as possible, without breaking the casing. This sausage is not smoked, but dried about 50 to 60 days.

The proportions are as follows: meats: lean pork, 70 per cent.; lean beef, 15 per cent.; fat pork, 15 per cent. Seasoning per 100 pounds: 3 1-3 pounds of salt, 2 ounces

white pepper, 1 ounce whole pepper, and 1 ounce of saltpeter; if garlic is used, about one-half an ounce will be sufficient. Wet seasoning for Milanese salami sausage is as follows: 1 gallon of strong Burgundy wine, in which boil or rather simmer for 15 to 20 minutes, encased in a muslin sack, the following: ¼ pound of pure clarified gelatine, 1½ ounces of whole cloves, 1 ounce of stick cinnamon and 4 nutmegs crushed, not ground. Strain clear and set aside to chill and use cold. This is sufficient flavoring for 1,000 pounds of chopped meats, in addition to other seasoning given. Use in proportion to the amount of meat to be treated.

Italian salami is made in much the same manner, and of the same material, excepting that it is stuffed in medium hog bungs.

SMALL MUNICIPAL KILLING PENS.

A subscriber of The National Provisioner in Alabama, who is chairman of the sanitation committee of his city council, writes for information concerning the best method of building a small sanitary butcher pen and taking care of the blood and offal. He says:

The town desires to build simply a sanitary pen for slaughtering purposes, which is to take the place of the dirty and unsanitary privately owned pens of the butchers. Being a town of only 4,000 inhabitants, and with cattle scarce and high, the number of head slaughtered is small. It would therefore not pay to build anything like an abattoir. The average number of cattle slaughtered per month is less than fifty head, and the hogs are largely furnished dressed by the farmers in the country.

At present our plans are to build a double killing room, with concrete floor and walls, wood superstructure, fly screened, and with a suitable tank or open boiler for scalding hogs. All this is easy, and the problem we are up against is the disposal of the blood, the washings of the floor, and the entrails.

Under the present conditions the butchers keep hogs about their pens and feed them the entrails. The blood is lost on the ground. We desire to eliminate the feeding of entrails to hogs, which themselves soon find their way to the markets.

The information we want is this. Can the entrails be thrown into a vat with a chemical of some kind and finally reduced to a fertilizer? Also what disposition can be made of the blood and washings from the floor?

We are not in a position to spend more than \$500 to \$600 on the matter, so you can see the problem that confronts us. If the entrails, etc., can be tanked in this manner, what apparatus is necessary?

With such a small appropriation at your command, and with such a small volume of business, you cannot take proper care of anything practically.

Blood should be cooked in an open vat until solidified and then dried. Offal should be cooked in a pressure tank, the grease drawn off and the tankage pressed and dried. Entrails should be cleaned and cured for sausage casings, and so on. This means a boiler, a pressure tank, and a press and dryer. But your volume does not warrant this.

How do you heat the water for scalding hogs? Presumably with coal or wood directly under the kettle. If so, in a like manner you would have to cook your offal after thoroughly cleansing same of all dirt; split the guts, etc., and wash thoroughly; then cut them up as small as possible and cook.

Cook the blood separately in the same way, and let your farmers take the coagulated blood and residue from the grease kettle out on their land. You could use a hand press for your tankage or kettle residue.

Build your slaughter house so that it can be easily and thoroughly washed with a hose, and have good drainage therefrom. What parts of the animals you slaughter are you supposed to retain and manipulate?

KEEPING QUALITY OF PEANUT OIL.

A reader on the Pacific coast writes as follows:

Editor The National Provisioner:

Can you advise us as to the keeping qualities of peanut oil when made into compound, and about how long it will keep in the storage tanks before it will become rancid? Would also like to know the proper temperature at which to deodorize it, and how long it should be in the deodorizer.

The keeping quality of peanut oil is unexcelled. It may be kept in storage tanks several months. Deodorize it at 350 degs. F. to 390 degs. F. for about 2¼ to 3½ hours, depending upon the quality of the oil.

STANDARD FOR A GENERATION SWENSON EVAPORATORS

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CHICAGO

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HANDWRITING ON THE WALL

In an address before the recent dairy conference at Washington Prof. O. F. Hunziker, of Purdue University, Indiana, a well-known dairy expert, said: "There can only be one answer concerning the pasteurization of dairy products. The handwriting is on the wall, and it is distinct and it is unmistakable. The integrity and future progress of our industry demand pasteurization."

He made this statement just after referring to "the public demand for safe and wholesome dairy products." This public demand is a natural corollary of agitation for food reform which has prevailed for some years, and which the dairy product industry has been one of the last to recognize.

Just now dairy interests are fighting desperately against the movement for federal regulation of their industry. They claim that local and state regulation is sufficient, and that federal inspection is unnecessary and expensive. The truth is that they are afraid of federal regulation. So long as they can split up and localize the attempts to clean up the filthy conditions surrounding the marketing of their products they will be able to maintain to a certain extent the monopolistic hold on the market which they have always maintained.

Local regulation means a better chance for them to dodge the straight issue of thorough sanitary reform, and more opportunity to continue market control. Federal regulation similar to the meat inspection system now in force would bring the dairy product industry up with a round turn. It would mean a revolutionary clean-up of dairies, creameries and manufacturing plants, and a radical reform in manufacturing and marketing methods.

That is unpleasant enough for the dairy people to contemplate. But what they fear most is the effect federal inspection and regulation would have on their butter market monopoly.

Putting dairy products under a rigid system of federal inspection would tend to show up butter in even stronger contrast than at present with its competitor, oleomargarine. Regulations would necessarily have to be uniform and fair to each. And the minute oleomargarine is given a fair chance in the open market against butter, the butter price monopoly goes tumbling down.

That is what the butter interests fear, and that is why they are pouring money into a publicity campaign and an educational campaign to try to counteract the trend of public sentiment in favor of dairy reform. They are shouting loudly that they mean to be clean, that they favor inspection and regulation. But they want this regulation localized, split up, so they can jockey to better advantage to retain their hold on the market. They do not want thorough and uniform regulation such as federal inspection would bring, and they will fight it with all the political and other strength they can muster.

FAVOR PRICE MAINTENANCE

As shown by a preliminary count in a referendum submitted to its members by the Chamber of Commerce of the United States, the recommendation in favor of legislation to permit the maintenance of resale prices "under proper restrictions" has been carried by more than two-thirds majority. A large proportion of those who endorsed this recommendation also voted in favor of the second recommendation authorizing the Federal Trade Commission as the agency to prevent predatory price cutting. However, there were not enough to secure the two-thirds majority to commit the National Chamber on the second proposition.

Conclusions of the majority were that the advantages of price maintenance are partly economic and partly social. One point was that a properly regulated system of price maintenance on identified merchandise made and sold under competitive conditions puts the emphasis in competition upon quality and service, while at the same time, it provides for the public adequate protection against extortion. Another was that price maintenance

under these conditions preserves the social advantage of an adequate incentive to invent and develop new products.

It was also argued that price maintenance under these conditions serves to prevent monopolistic control of production processes by powerful distributors, and that it preserves the social advantages of such distribution conveniences as are represented by neighborhood stores and by small, but skillful merchants. In some trades, it is the sole guarantee of the preservation of the accepted system of distribution. It is noteworthy that the agitation in favor of restoring to producers the control of resale prices originated with the small independent retailers, and that most of the opposition to it comes from the large and powerful retail concerns.

The right of the producer to set resale prices is an accepted principle of business law, the report declares. It has been restricted recently in this country by close decisions of the Supreme Court, none of which was decided on the basis of the general principle alone. The committee believes that in the long run the public interest will be best served by legislation specifically permitting this method of doing business in identified articles made and sold under competitive conditions.

The supplementary report proposed to insert in Section 5 of the Federal Trade Commission Act in statutory language provisions which will have the following effect:

In regard to products that are identified in their sale to the public by name brand, or trademark—and that are made and sold under competitive conditions: No merchant, firm, or corporation shall offer such articles for sale at a price other than that stipulated by the producer for the original sale of the articles at retail (provided the producer has given due notice of such price to the retailer by mark upon the article or otherwise); with the purpose or effect of (a) making it unprofitable for other retailers to handle said articles; (b) promoting the sale of a substitute or imitation; (c) attracting trade away from competitors, where the result is to injure the reputations of said articles or the good-will of their producers or materially to impair the general distribution of said articles.

While the work of the committee has been confined in its instructions to identified merchandise, it believed that the principle involved in this recommendation was capable of extension to a much wider field, and that the predatory cutting of prices on merchandise in general has been and is a favorite method of oppression on the part of unfair business to destroy small competitors and local producers, and that legislation could very properly define such practices as unfair methods of competition.

TRADE GLEANINGS

Swift & Company will remodel their branch house at Denver, Colo., during the summer.

A \$25,000 plant will be erected by the Orangeburg Fertilizer Company, Orangeburg, S. C.

It is reported that the capacity of Swift & Company's plant at Fort Worth, Tex., will be doubled.

A packing plant and sausage factory is to be erected at Red Lodge, Mont., by Niethammer Brothers.

The Baker Packing Company, Wilmington, Del., has been incorporated, with a capital stock of \$50,000.

J. H. Bingham and others have incorporated the Cove Co-operative Cheese Factory at Sugar Grove, N. C.

The capital stock of the Sea Island Cotton Oil Company, Charleston, S. C., has been increased from \$60,000 to \$100,000.

It is reported that additions will be built to the plant of Armour & Company at Fort Worth, Tex., to double its capacity.

The fertilizer manufacturing plant of Thomas F. White, on Barren Island, Jamaica Bay, N. Y., has been destroyed by fire.

The plant of the Houston Cotton Oil Mill & Manufacturing Company, Crockett, Texas, which was destroyed by fire, will be rebuilt.

It is reported that plans are about completed for the erection of a plant at Fort Worth, Tex., by the Cudahy Packing Company.

The Tieton Ranch & Stock Company, North Yakima, Wash., has been incorporated, with a capital stock of \$10,000, by O. E. Leonard and H. R. Mitchell.

F. T. Rembert, K. S. Melton, F. T. Rea and James S. Rea are the incorporators of the Carthage Cotton Oil Company, Carthage, Texas. Capital stock, \$20,000.

Thomas Keogh, Michael Normoyle and C. Denny are the directors of the Wabash Packing Company, Indianapolis, Ind., incorporated with a capital stock of \$10,000.

J. C. Rivers and others have been appointed as a committee by the Chesterfield Warehouse Company, Chesterfield, S. C., to investigate

the establishment of a cottonseed oil mill at this point.

A co-operative packing company is being organized at Owatonna, Wis., by F. W. Hahn, of Tomah, Wis. It is to be a \$300,000 corporation, and a packing plant to cost \$150,000 will be erected in Owatonna.

The Maybank Fertilizer Company, Charleston, S. C., has been incorporated with a capital stock of \$300,000 with John F. Maybank as president; W. E. Hunger, vice president; T. B. Bennett, secretary, and F. S. Hanckel, treasurer.

Six acres of land in South Dallas have been purchased as a site for a \$100,000 cottonseed oil mill, with a daily capacity of 150 tons of seed, for the Cottonseed Oil Company, of Dallas, Tex. It is expected that the mill will be ready for operation this fall.

J. A. Schwartz, formerly connected with the oil mill industry in both Oklahoma and Texas, has purchased the properties of the Stockyards Cotton & Linseed Meal Company, Kansas City, Mo., and is now operating them as the Stockman's Feed Company. Mr. Schwartz was formerly an officer of the Oklahoma Cotton Seed Crushers' Association, and is widely known in the trade.

APRIL OLEOMARGARINE OUTPUT.

Official government reports of the output of oleomargarine for the month of April, as shown by revenue stamp sales, indicate that the production for that month was 374,020 pounds colored and 13,789,988 pounds uncolored, or a total of 14,164,008 pounds. This was two and a half million pounds more than the same month last year. Official government figures, based on stamp sales, showing oleomargarine production in the United States for the past year are as follows:

April, 1915	11,649,928
May	11,512,569
June	9,748,931
July	9,542,814
August	9,616,134
September	12,804,695
October	11,772,494
November	12,374,818
December	14,586,422
January, 1916	11,592,490
February	13,036,201
March	16,404,621
April	14,164,008

CATTLE SCABIES NEAR VANISHING.

Seven Texas counties and a portion of another one are released from federal quarantine for cattle scabies by an order effective July 1. This order marks almost the last stage in the fight against this disease, which began in 1905. At that time 1,269,844 square miles were quarantined on this account. After July 1 only 3,817 square miles of this area will remain in quarantine.

The area still infested by cattle scabies includes four Texas counties—Castro, Lamb, Bailey and Cochran. The counties released by the new order are Dallam, Sherman, Hartley, Oldham, Hockley, Yoakum, Gaines and the remainder of Farmer County. In the released area it is probable that occasional dipping will be necessary for some time to prevent any reappearance of the disease. Such outbreaks, however, should be purely sporadic and can be controlled by State quarantines of the immediate localities affected.

COTTON MEAL BREAKFAST FOOD.

In his latest letter to members President J. J. Culbertson, of the Interstate Cottonseed Crushers' Association, reports that "one of the young men in the business with new ideas, and with the feeling that cottonseed meal can and should be used as human food, has undertaken some experiments along the line of preparation of such in an inviting form, which has led to the production of what he terms to be a breakfast food. We have partaken of the article and find it inviting and palatable. It has the appearance and taste of grape nuts, except that it is more nutritious—containing as it does about 75 per cent of cottonseed meal and other unknown ingredients, and 32 per cent of protein. It has therefore 300 per cent more nutrition than foods made from wheat, corn or oats and is 50 per cent more nutritious than beef. We wish for our Oklahoma friend success in his undertaking and we hope to have another avenue of consumption for a product that the human family should consume."

COTTON OIL CONVENTIONS.

Texas Cotton Seed Crushers' Association, San Antonio, Tex., May 29, 30 and 31.

Interstate Association of Oil Mill Superintendents, Charlotte, N. C., May 31, June 1 and 2.

Arkansas Cotton Seed Crushers' Association, Pine Bluff, Ark., June 1 and 2.

Interstate Cotton Seed Crushers' Association, Memphis, Tenn., June 6, 7 and 8.

Alabama Cotton Seed Crushers' Association, Pensacola, Fla., June 14, 15 and 16. San Carlos Hotel.

Georgia Cotton Seed Crushers' Association, Tybee Island, Ga., June 19, 20 and 21.

North Carolina Cotton Seed Crushers' Association, Raleigh, N. C., June 21 and 22.

South Carolina Cotton Seed Crushers' Association, Atlantic Beach, Fla., June 27, 28 and 29. Atlantic Beach Hotel.

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PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Trading Active—Prices Lower—Speculative Realizing General—Shipping Demand More Moderate—Hog Movement Fair—Weights Maintained.

The hog product market has shown a general decline during the week and quotations have generally receded under the influence of considerable speculative realizing, some lessening in the demand and a little evidence that the high prices have been restricting the distribution. The situation as a whole seems to show that the high prices have brought a little pause in the interest in the speculative market and a moderate lessening in the demand for distribution.

The manufacture of meat at the West continues on quite a good scale and appears to be about 64,000,000 pounds more than last year since March 1. This is quite a material gain in the out-turn, but the distribution has taken care of a good deal of the output. There does not, however, seem to be the energy, and the buying has been influenced only moderately by the talk of a lighter movement of hogs in the country. The shipments of product from the West last week while of fair volume did not show the total record that had been looked for. The shipments were a little in excess last year, but not enough to be a very material factor in the conditions. The total shipments of meats from Chicago for the season to date have been 104,000,000 pounds in excess of last year and the shipments of lard have shown an increase of 42,000,000 pounds.

This makes an interesting showing when compared with the exports. The exports have increased 98,000,000 pounds of bacon and hams and about 3,000,000 pounds for pork. The exports of lard have been so heavy of late that the deficit seen earlier in the season which was quite large at one time has now been reduced to very moderate proportions. The decrease in the exports now is only about 28,000,000 pounds or only about half of the deficit seen at one time. The increased production of lard this season shown by the increased packing, the increased packing from Chicago and other centers with the decrease in exports would appear to indicate that the consumption of lard in the country must have been greatly increased by the high price of competing fats. The consumption of meats and other fats in the country is very large owing to the fact that so many people are engaged in active work and in many sections the high price of other meats is naturally meaning a large amount of hog meat consumption, as it is relatively cheaper than other meats. The possibilities indicate the movement of hogs is liberal for the season and the packing for the last few weeks has been very favorable compared with last year. The increase has not been very great, but it has been offset some by the fact that the weights have been less than a year ago.

The receipts at leading points amounted to 545,000 against 526,000 the preceding year. The total receipts of hogs at the leading points since March 1 have been 6,224,000 against 5,730,000 a year ago.

The price of hogs has shown some decline from the extreme high influenced by the weakness in product. The quotation, however, is only a little under the 10c. line and the quotation compared with a year ago still show an excess of over 2½c. a pound. As the price of feed stuffs is no higher than last year and in many cases lower, the feeding operations are much more profitable than a year ago.

The bulk of the trading in the future markets is in July and September. Very little is doing in the May. The situation in the May, however, seems to be very steady and prices are maintained compared with the later months. Lard and ribs are about the same price as July compared with some discount last year. Pork is about 50c. premium compared with about ¼c. discount a year ago. The condition of the market shows the existence of a fair demand for products, but there does not appear to be much congestion at the wind up of the May deliveries. The price is so high that there has been evidence of willingness to take profits right along of late. Reactions from the low point made the early part of the week were fairly prompt, however.

Hog packing for the week May 20 was reported at 642,000 against 530,000 last week and 624,000 last year; Feb. 26 to date 6,767,000 against 6,341,000 last year.

LARD.—The market has been a little quiet with some recessions on the reaction at the West. Local trade has continued quiet. City steam, \$12.87½, nom.; Middle West, \$12.95@13.05, nom.; Western, \$13.10@13.15; refined continent, \$14.30, nom.; South American, \$14.50, nom.; Brazil, kegs, \$15.50; compound, \$11.87½@12.25.

PORK.—The market has been quiet and about steady. Demand has not been keen, but there is a fair jobbing trade. Mess is quoted at \$25.50@26, nom.; clear, \$23@26, nom.; family, \$26@28.

BEEF.—The market is firm, but quiet. Supplies are not improving and the beef for packing is scarce. The demand has been moderate, but fairly shady. Family, \$19@20, nom.; mess, \$17.50@18, nom.; packet, \$18@19, no.; extra India mess, \$30@31.

SEE PAGE 26 FOR LATER MARKETS.

EXPORTS OF HOG PRODUCTS.

Exports of hog products from New York reported up to May 24, 1916:

Hogs.—Cuba, 17 hd.

BACON.—Argentina, 250 lbs.; Bermuda, 3,503 lbs.; British Honduras, 88 lbs.; British West Indies, 32 lbs.; Columbia, 229 lbs.; Costa Rica, 795 lbs.; Cuba, 97,350 lbs.; Dutch East Indies, 80 lbs.; England, 1,816,229 lbs.; France, 2,291,724 lbs.; Guatemala, 44 lbs.; Haiti, 1,000 lbs.; Honduras, 363 lbs.; Italy, 95,307 lbs.; Jamaica, 798 lbs.; Newfoundland, 16,507 lbs.; Panama, 4,462 lbs.; Peru, 533 lbs.; San Domingo, 51 lbs.

HAMS AND SHOULDERS.—Bermuda, 9,776 lbs.; Brazil, 169 lbs.; British West Indies, 1,364 lbs.; Chile, 411 lbs.; Columbia, 440 lbs.; Costa Rica, 326 lbs.; Cuba, 35,246 lbs.; Dutch East Indies, 900 lbs.; England, 624,802 lbs.; France, 50,621 lbs.; French West

Indies, 422 lbs.; Haiti, 1,836 lbs.; Honduras, 1,049 lbs.; Jamaica, 2,279 lbs.; Mexico, 20 lbs.; Newfoundland, 23,873 lbs.; Panama, 14,258 lbs.; Peru, 510 lbs.; Philippine Islands, 300 lbs.; San Domingo, 8,784 lbs.; Venezuela, 397 lbs.

LARD.—Bermuda, 766 lbs.; British West Indies, 300 lbs.; Columbia, 14,890 lbs.; Costa Rica, 520 lbs.; Cuba, 12,150 lbs.; Danish West Indies, 110 lbs.; Denmark, 76,300 lbs.; Dutch East Indies, 1,600 lbs.; Dutch West Indies, 90 lbs.; Ecuador, 2,960 lbs.; England, 2,874,076 lbs.; France, 2,849,204 lbs.; French West Indies, 4,000 lbs.; Haiti, 70,021 lbs.; Italy, 27,500 lbs.; Jamaica, 2,064 lbs.; Newfoundland, 18,834 lbs.; Norway, 3,760 lbs.; Panama, 3,244 lbs.; San Domingo, 26,158 lbs.; Venezuela, 2,000 lbs.

LARD COMPOUNDS.—Bermuda, 2,645 lbs.; British East Indies, 2,600 lbs.; British Guiana, 380 lbs.; British West Indies, 8,890 lbs.; Costa Rica, 60 lbs.; Danish West Indies, 90 lbs.; Dutch East Indies, 10 lbs.; Dutch West Indies, 560 lbs.; England, 56,365 lbs.; France, 22,000 lbs.; Guatemala, 185 lbs.; Haiti, 64,946 lbs.; Jamaica, 6,877 lbs.; Panama, 5,817 lbs.; Philippine Islands, 3,425 lbs.; San Domingo, 40 lbs.; Trinidad, Island of, 48,485 lbs.

LARD OIL.—Haiti, 10 gals.; Philippine Islands, 52 gals.

FRESH PORK.—Bermuda, 506 lbs.; France, 9,150 lbs.; Panama, 10,643 lbs.

PICKLED PORK.—Bermuda, 1,600 lbs.; Brazil, 800 lbs.; British East Indies, 1,000 lbs.; British Guiana, 18,255 lbs.; British West Indies, 3,650 lbs.; Cuba, 15,000 lbs.; Dutch Guiana, 4,000 lbs.; England, 32,480 lbs.; France, 31,062 lbs.; Haiti, 23,650 lbs.; Jamaica, 17,548 lbs.; Newfoundland, 20,100 lbs.; San Domingo, 2,470 lbs.; Trinidad, Island of, 32,000 lbs.

CANNED PORK.—Bermuda, 98 lbs.; British Guiana, 40 lbs.; British India, 1,707 lbs.; Dutch East Indies, 2,575 lbs.; England, 12,000 lbs.; France, 2,127 lbs.; Jamaica, 120 lbs.; Newfoundland, 360 lbs.; Panama, 1,346 lbs.; San Domingo, 165 lbs.; Straits Settlements, 190 lbs.

SAUSAGE.—Bermuda, 4,156 lbs.; British South Africa, 330 lbs.; British West Indies, 607 lbs.; Columbia, 130 lbs.; Cuba, 15,374 lbs.; Danish West Indies, 25 lbs.; England, 30 lbs.; France, 66,940 lbs.; French West Indies, 155 lbs.; Greece, 6,550 lbs.; Haiti, 428 lbs.; Jamaica, 140 lbs.; Netherlands, 35 lbs.; Panama, 6,008 lbs.; Peru, 483 lbs.; San Domingo, 6,108 lbs.; Straits Settlements, 1,389 lbs.; Venezuela, 225 lbs.

EXPORTS OF BEEF PRODUCTS.

Exports of beef products from New York reported up to May 24, 1916:

CATTLE.—Bermuda, 38 hd.

BEEF, PICKLED AND OTHER CURED.—Bermuda, 2,612 lbs.; Brazil, 2,000 lbs.; British Guiana, 34,900 lbs.; British West Indies, 5,900 lbs.; Costa Rica, 1,000 lbs.; Cuba, 20,027 lbs.; Dutch West Indies, 700 lbs.; England, 563,755 lbs.; France, 151 lbs.; Guatemala, 1,000 lbs.; Haiti, 9,700 lbs.; Jamaica, 18,128 lbs.; Netherlands, 238 lbs.; Newfoundland, 110,000 lbs.; Panama, 2,900 lbs.; San Domingo, 1,200 lbs.; Trinidad, Island of, 41,700 lbs.

FRESH BEEF.—Bermuda, 30,541 lbs.; England, 260,207 lbs.; Panama, 1,613 lbs.

OLEOMARGARINE.—British West Indies, 1,875 lbs.; Colombia, 90 lbs.; Costa Rica, 990 lbs.; Cuba, 450 lbs.; France, 38,449 lbs.; Haiti, 6,600 lbs.; Jamaica, 5,700 lbs.; Newfoundland, 36,803 lbs.; Panama, 5,660 lbs.; San Domingo, 9,361 lbs.

OLEO OIL.—England, 67,629 lbs.; France, 84,820 lbs.; Greece, 19,167 lbs.; Newfoundland, 95,573 lbs.; Norway, 15,078 lbs. From Baltimore to Netherlands, 107,849 lbs.

STEARINE.—Bolivia, 22,892 lbs.; British India, 224,940 lbs.; Colombia, 20,000 lbs.; Cuba, 25,107 lbs.; Peru, 1,072 lbs.

OLEO STOCK.—Norway, 7,499 lbs.

TALLOW.—Bolivia, 30,022 lbs.; Brazil, 872 lbs.; British Guiana, 1,783 lbs.; Columbia, 12,353 lbs.; Costa Rica, 6,000 lbs.; Cuba, 49,785 lbs.; France, 32,597 lbs.; Guatemala, 30,986 lbs.; Jamaica, 120 lbs.; Newfoundland, 22,479 lbs.

CORNEB BEEF.—Argentina, \$360; Australia, \$13; Belgian Kongo, \$105; Bermuda, \$472; British India, \$573; British West Indies, \$148; Columbia, \$110; Costa Rica, \$11; Cuba, \$64; Danish West Indies, \$20; Dutch East Indies, \$775; England, \$3,051; France, \$9,092; French Guiana, \$108; Greece, \$102; Haiti, \$263; Honduras, \$174; Hongkong, \$352; Jamaica, \$356; Netherlands, \$4; Newfoundland, \$1,587; Panama, \$39; Philippine Islands, \$633; San Domingo, \$149; Straits Settlements, \$1,956; Uruguay, \$4; Venezuela, \$38.

OTHER MEAT PRODUCTS.—Argentina, \$1,556; Bermuda, \$122; British India, \$202; British West Indies, \$88; China, \$238; Columbia, \$19; Costa Rica, \$80; Cuba, \$227; Dutch West Indies, \$21; England, \$3,990; French West Indies, \$228; Guatemala, \$9; Haiti, \$359; Jamaica, \$28; Netherlands, \$11; Newfoundland, \$548; Panama, \$1,460; Philippine Islands, \$264; San Domingo, \$122; Trinidad, Island of, \$19; Venezuela, \$110.

EXPORTS OF DAIRY PRODUCTS.

Exports of dairy products from New York reported up to May 24, 1916:

BUTTER.—Belgian Kongo, 960 lbs.; Bermuda, 1,351 lbs.; British Honduras, 630 lbs.; British West Indies, 376 lbs.; Columbia, 100 lbs.; Cuba, 1,446 lbs.; England, 6 lbs.; France, 10,406 lbs.; French West Indies, 105 lbs.; Guatemala, 388 lbs.; Haiti, 11,792 lbs.; Jamaica, 2,527 lbs.; Panama, 1,575 lbs.; Peru, 2,000 lbs.; San Domingo, 963 lbs.

EGGS.—Argentina, 208,500 dz.; Bermuda, 2,550 dz.; England, 25 dz.; French West Indies, 4 dz.; Panama, 7,500 dz.

CHEESE.—Barbados, 47 lbs.; Belgian Kongo, 200 lbs.; Bermuda, 1,447 lbs.; Bolivia, 35 lbs.; British West Indies, 139 lbs.; Columbia, 209 lbs.; Cuba, 9,958 lbs.; England, 405,083 lbs.; French West Indies, 50 lbs.; Guatemala, 313 lbs.; Haiti, 2,153 lbs.; Jamaica, 4,240 lbs.; Panama, 6,470 lbs.; Peru, 40 lbs.; San Domingo, 5,750 lbs.

ARMOUR GIVES HALF A MILLION.

A gift of \$500,000 to the endowment fund of the institution from J. Ogden Armour was announced at the commencement exercises of the Armour Institute of Technology at Chicago this week. The endowment fund of the school, which was founded by Philip D. Armour, now amounts to almost \$4,000,000.

GLYCERINE AND OIL MARKETS.

The gradual downward movement of market prices for glycerine, as made by speculative holders, which had been in progress for some time, was accelerated this week by the announcement by refiners of a reduction of a cent a pound in their quotations. That, however, was but one of several causes which have been tending towards the same result, says a writer in the Journal of Commerce. Of these, in the eyes of outside operators who are not in a position to reason with knowledge from effect to cause, one is the absence from the market for a long time past of munition manufacturers as buyers, their purchases in the first instance having, as an outcome of the war, started the speculative movement in the commodity.

It has been easy for the uninformed second-hand owners of glycerine to connect this apparent retirement of ammunition makers as market factors with the many rumors of efforts making in quarters more or less eminent to bring about peace in Europe, and they are accordingly attaching much weight to the peace talk.

By reflex action a somewhat similar effect has been produced in the market for certain important animal and vegetable oils, which owe their present high prices not to speculative influences, but to the scarcity of raw materials. The heavy demand for glycerine caused by the war created unnatural competition for the raw material between the manufacturers of oil and the producers of glycerine to the great disadvantage of the former who could not afford to pay the high cost permissible to glycerine makers, because of their more restricted market beyond a certain fixed limit of price.

With glycerine declining and the inference drawn that the reaction to lower price levels is the result of decreased consumption for war purposes there is a growing belief that more raw material will become available for oil making with a resulting decline in prices. In the case of those vegetable oils, exports of which have been prohibited or greatly restricted by European governments controlling their shipment from primary sources of supply because of their need for them at home, an early ending of the war would mean normal resumption of shipments to this country and consequent decline in prices here, and the bare possibility of such a contingency is reflected in the weaker tone of this market.

Until a few years ago prices for chemically pure refined glycerine fluctuated within the narrow range of 14c. to 16c. a pound. It is now selling at 55c. to 60c., according to holder, and has been higher during the course of the war, but in the opinion of trade authorities it will be a long time before it gets back to anything approaching former normal market values, even if the war should cease as suddenly as it began.

FOREIGN TRADE PROSPERITY.

(Continued from page 17.)

"We must not forget the immense advantage which we will have in accumulated stores of capital. We must not forget that we have a scientific banking system which will probably prevent the recurrence of serious financial panics. We should not forget that we have acquired prestige and goodwill in the markets of the world, markets which formerly knew us not and of which we knew less. We must not forget that we have acquired an international point of view in political as well as in commercial affairs.

"These are considerations which should give us the greatest courage in looking forward to the result of the European war. We face the situation whatever it may be with the knowledge that we are better prepared than ever before. The facts seem to indicate that if we are properly prepared, the United States will experience a period of prosperity and expansion in trade at home and abroad."

Valuable trade information may be found every week on the "Practical Points for the Trade" page. Do you make it a habit to study this page?

EXPORTS OF PROVISIONS

Exports of hog products for the week ending May 20, 1916, with comparisons:

To—	PORK, BBLs.		
	Week ending May 20, 1916.	Week ending May 22, 1915.	From Nov. 1, '15, to May 20, 1916.
United Kingdom...	331	150	10,645
Continent	75	40	3,194
So. & Cen. Am. ...	348	1,105	13,924
West Indies	578	656	32,252
Br. No. Am. Col. .	15	17	11,562
Other countries...	28	.....	706
Total	1,375	1,968	72,286

MEATS, LBS.			
United Kingdom...	19,968,025	15,493,050	372,200,572
Continent	2,240,042	5,610,025	111,046,239
So. & Cen. Am. ...	30,029	58,899	2,008,322
West Indies	138,604	255,190	6,417,050
Br. No. Am. Col. .	.....	.....	314,253
Other countries...	11,276	500	514,664
Total	22,388,666	21,418,273	492,496,100

LARD, LBS.			
United Kingdom...	10,232,266	2,065,290	167,557,033
Continent	8,837,564	1,346,900	100,209,809
So. & Cen. Am. ...	391,761	586,770	23,506,113
West Indies	310,645	818,195	14,802,313
Br. No. Am. Col. .	3,290	.....	507,622
Other countries...	52,845	5,150	1,385,127
Total	19,828,341	4,822,305	307,968,017

RECAPITULATION OF THE WEEK'S EXPORTS.			
From—	Pork, bbls.	Meats, lbs.	Lard, lbs.
New York	1,300	6,769,066	14,351,301
Boston	15	3,501,000	1,401,340
Philadelphia .....	.....	.....	9,000
Baltimore	50	771,600	535,700
New Orleans	10	.....	637,900
St. John, N. B. ...	.....	7,822,000	2,339,000
Portland, Me. ....	.....	3,124,000	.....
Savannah .....	.....	101,000	525,000
Total week	1,375	22,388,666	19,828,341
Previous week	3,150	19,976,957	8,363,751
Two weeks ago	3,750	21,117,545	14,748,544
Cor. week last y'r ..	1,968	21,418,273	4,822,305

COMPARATIVE SUMMARY OF EXPORTS.

From Nov. 1, '15, to May 20, '16.		Same time last year.		Changes.
Pork, bbls.	14,457,200	11,332,600	Inc.	
Meats, lbs.	492,496,100	394,281,540	Inc.	98,214,560
Lard, lbs.	307,968,116	335,096,078	Dec.	27,127,962

EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to European ports for the week ending Thursday, May 18, 1916, as shown by A. L. Russell's report are as follows:

Steamer and Destination.	Oil		Cottonseed		Rice and		Tallow.	Beef.	Pork.	Lard.
	Cake.	Bags.	Oil.	Bbls.	Butter.	Boxes.	Pkgs.	Pkgs.	Bbls.	Tca. and Pkgs.
Locksley, Liverpool	302	.....	10	.....	200
Mirjam, Liverpool	150	.....	6935
New York, Liverpool	1542	.....	50	.....	2000
Kroonland, Liverpool	3291	.....	.....	31	1833
Philadelphian, London	35	.....	.....	.....	1000
Hindoo, Hull	421	.....	.....	60	3865
Lepanto, Hull	307	.....	.....	.....	1430
Appenine, Cardiff	176	200	1500
Cleveland Range, Leith	210	.....	.....	.....	100
California, Glasgow	553	.....	.....	.....	.....
Gallia, Rotterdam	7627	.....	.....	.....	.....
Ben Nevis, Havre	90	.....	.....	.....	.....
Corona, Bordeaux	680	6000	.....	75	1110
Oscar II, Baltic	1000	.....	.....	.....	.....
Snowdonian, Marseilles	215	.....	.....
Edith Cavell, Marseilles	50	.....	2626
Total	8627	.....	.....	7696	6000	386	366	4931

TALLOW, STEARINE, GREASE and SOAP

WEEKLY REVIEW

TALLOW.—For the first time in many months a distinctly easier tone has been observed in the tallow market. Holders have made concessions of about $\frac{1}{4}$ c. per pound. There has been a fair business at the lower levels, but consumers seem more confident and those who were certain that higher levels would be recorded this month appear disturbed.

Western markets have been relatively easy. This factor has led to claims that more attention would be given to the general provision situation. At the same time, there was no decided decline in lard and the impression in conservative quarters is that some sort of a setback in the tallow market was only natural.

Peace reports have had a varying influence. It is believed that an actual peace move will stimulate a demand for greases and fats for German accounts but on the other hand various foreign oils would be released. In this connection, there would be a reduced demand for some by-products here notably glycerine which is at present quoted as low as 55c. against 62c. a few weeks ago. The London market for tallow was dull and unchanged this week.

Prime city tallow locally is quoted at 10 to 10 $\frac{1}{4}$ c. and City specials at 10 $\frac{1}{4}$ c. loose.

OLEOSTEARINE.—The market is quiet on the basis of 12c. Opinions are mixed as to the probable course of values in the near future.

OLEO OIL.—Trade is light, with values about steady. Extras are quoted at 14@14 $\frac{1}{2}$ c. nom.

SEE PAGE 29 FOR LATER MARKETS.

PALM OIL.—The continued light trade has brought a little lower market. Supplies are still small, but demand is less in evidence. Prime, red, spot, 12@13c.; to arrive, —; Lagos, spot, 14@15c.; to arrive, —; palm kernel, nom.

PEANUT OIL.—Prices are fairly steady, with moderate business. Prices are quoted at 75@90c., according to quality.

NEATSFOOT OIL.—The market was dull and about steady. For 20 cold test, 103@105; 30 do., 97@100; water white, —.

COCOANUT OIL.—The quieter demand has brought a little easier feeling. Prices are not quotably lower, but seem a little sensitive to offerings. Arrivals are limited. Ceylon, 17@18c. in pipes; arrivals, —; Ceylon, 16 $\frac{1}{4}$ @17c.

CORN OIL.—Prices are very steady on small production. Supplies available continue light. Prices at 9 $\frac{3}{4}$ @10c., nom.

SOYA BEAN OIL.—The market is dull and slightly easier, with the lessened demand. Spot is quoted at 9@9 $\frac{1}{4}$ c.

GREASES.—The tone of the market is a little easier, with light demand. Offerings are held quite steady, however. Yellow, 10@10 $\frac{1}{2}$ c., nom.; bone, 9 $\frac{3}{4}$ @10 $\frac{1}{4}$ c., nom.

FRESH MEAT AND OFFAL IMPORTS.

Imports of foreign beef into the port of New York during the past week totaled nothing, compared to nothing last week and 26,276 quarters for export two weeks ago. Mutton imports totaled nothing, compared to nothing last week. Arrivals comprised 400 cases of corned beef, 1,624 bags of caseine, 539 barrels of hair and glue stock, and 230 casks of casings, all from South America.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef for the week up to May 26, 1916, show that exports from that country were as follows: To England, 65,814 quarters; to the Continent, none; to the United States, none. The previous week's exports were as follows: To England, 105,035 quarters; to the Continent, 30,958 quarters; to the United States, none.

IMPORTS OF FRESH BEEF.

For the week ending May 20, 1916, the Government reports imports of fresh beef at the port of New York amounting to — pounds, the average value, according to estimates from the manifests, being — cents per pound. The previous week's imports totaled 43,882 pounds and averaged 13 $\frac{1}{4}$ cents per pound.

OCEAN FREIGHTS.

[Subject to change. Quotations given are shillings per ton and cents per 100 lbs.]

	Liver- pool.	Glas- gow.	Rotter- dam.	Copen- hagen.
Beef, tierces	\$2.00	\$2.00	225c.	250c.
Pork, barrels	2.00	2.00	225c.	250c.
Bacon	2.00	2.00	225c.	250c.
Canned meats	2.00	2.00	225c.	250c.
Lard tierces	2.00	2.00	225c.	250c.
Tallow	2.00	2.25	225c.	250c.
Coffered oil	12.00	12.00	225c.	250c.
Oil Cake	2.00	1.00	150c.	150c.
Butter	2.00	2.50	250c.	300c.

No rates to Hamburg.

GREEN AND SWEET PICKLED MEATS.

(Special Report to The National Provisioner from The Davidson Commission Co.)

Chicago, May 15.—Quotations on green and sweet pickled meats, f. o. b. Chicago, loose, are as follows:

Regular Hams.—Green, 8@10 lbs. ave., 16 $\frac{1}{8}$ @16 $\frac{1}{4}$ c.; 10@12 lbs. ave., 16 $\frac{1}{8}$ @16 $\frac{1}{4}$ c.; 12@14 lbs. ave., 16 $\frac{1}{8}$ @16 $\frac{1}{4}$ c.; 14@16 lbs. ave., 16 $\frac{1}{8}$ @16 $\frac{1}{4}$ c.; 18@20 lbs. ave., 16 $\frac{3}{4}$ @17c. Sweet pickled, 8@10 lbs. ave., 15 $\frac{1}{4}$ c.; 10@12 lbs. ave., 15 $\frac{1}{4}$ c.; 12@14 lbs. ave., 15 $\frac{1}{4}$ @15 $\frac{3}{4}$ c.; 14@16 lbs. ave., 15 $\frac{1}{2}$ @15 $\frac{3}{4}$ c.; 18@20 lbs. ave., 16@17c.

Skinny Hams.—Green, 14@16 lbs. ave., 18 $\frac{1}{4}$ c.; 16@18 lbs. ave., 18 $\frac{1}{4}$ c.; 18@20 lbs. ave., 18 $\frac{1}{4}$ c.; 22@24 lbs. ave., 17 $\frac{1}{4}$ c. Sweet pickled, 14@16 lbs. ave., 17 $\frac{1}{4}$ c.; 16@18 lbs. ave., 17 $\frac{1}{4}$ c.; 18@20 lbs. ave., 17 $\frac{1}{4}$ c.; 22@24 lbs. ave., 17c.

New York Shoulders.—Green, 10@12 lbs. ave., 12 $\frac{1}{2}$ c. Sweet pickled, 10@12 lbs. ave., 12 $\frac{1}{4}$ c.

Picnic Hams.—Green, 5@6 lbs. ave., 12c.; 6@8 lbs. ave., 11 $\frac{1}{4}$ c.; 8@10 lbs. ave., 11 $\frac{1}{2}$ c.; 10@12 lbs. ave., 11 $\frac{1}{4}$ c. Sweet pickled, 5@6 lbs. ave., 11 $\frac{1}{2}$ c.; 6@8 lbs. ave., 11 $\frac{1}{4}$ c.; 8@10 lbs. ave., 11 $\frac{1}{4}$ c.; 10@12 lbs. ave., 11 $\frac{1}{4}$ c.

Clear Bellies.—Green, 6@8 lbs. ave., 17 $\frac{1}{2}$ c.; 8@10 lbs. ave., 17c.; 10@12 lbs. ave., 16 $\frac{1}{2}$ c.; 12@14 lbs. ave., 16c.; 14@16 lbs. ave., 15 $\frac{1}{2}$ c. Sweet pickled, 6@8 lbs. ave., 16c.; 8@10 lbs. ave., 15 $\frac{1}{2}$ c.; 10@12 lbs. ave., 15 $\frac{1}{2}$ c.; 12@14 lbs. ave., 15 $\frac{1}{4}$ c.; 14@16 lbs. ave., 15c.

PORK CUTS IN NEW YORK.

(Special Letter to The National Provisioner from H. C. Zaun.)

New York, May 25.—Wholesale prices on green and sweet pickled pork cuts in New York City are reported as follows: Pork loins, 19@20c.; green hams, 8@10 lbs. ave., 17 $\frac{1}{2}$ c.; 10@12 lbs. ave., 17 $\frac{1}{2}$ c.; 12@14 lbs. ave., 17c.; 18@20 lbs. ave., 17 $\frac{1}{2}$ c.; green clear bellies, 6@10 lbs. ave., 17c.; 10@12 lbs. ave., 16 $\frac{1}{2}$ c.; 12@14 lbs. ave., 15 $\frac{1}{2}$ c.; green rib bellies, 10@12 lbs. ave., 16c.; 12@14 lbs. ave., 15 $\frac{1}{2}$ c.; S. P. clear bellies, 6@8 lbs. ave., 15c.; 8@10 lbs. ave., 15 $\frac{1}{2}$ c.; 10@12 lbs. ave., 15 $\frac{1}{2}$ c.; 12@14 lbs. ave., 15c.; S. P. rib bellies, 10@12 lbs. ave., 15 $\frac{1}{2}$ c.; 12@14 lbs. ave., 15c.; S. P. hams, 8@10 lbs. ave., 17c.; 10@12 lbs. ave., 16@16 $\frac{1}{2}$ c.; 18@20 lbs. ave., 18 $\frac{1}{2}$ c.; city steam lard, 13c.; city dressed hogs, 14c.

Western prices on green cuts are as follows: Pork loins, 8@10 lbs. ave., 17@17 $\frac{1}{2}$ c.; 10@12 lbs. ave., 16@16 $\frac{1}{2}$ c.; 12@14 lbs. ave., 15@15 $\frac{1}{2}$ c.; 14@16 lbs. ave., 14@14 $\frac{1}{2}$ c.; skinned shoulders, 13c.; Boston butts, 14 $\frac{1}{2}$ @15c.; boneless butts, 16@16 $\frac{1}{2}$ c.; neck ribs, 3@4c.; spareribs, 10 $\frac{1}{2}$ @11c.; lean trimmings, 14 $\frac{1}{4}$ c.; regular trimmings, 9 $\frac{1}{2}$ @10c.; kidneys, 6c.; tails, 6@7c.; livers, 2@3c.; snouts, 4 $\frac{1}{2}$ c.; pig tongues, 12c.

Green Olive Oil Foots

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COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported for the week ending May 25, 1916, and for the period since September 1, 1915, were:

	Week ending May 25, 1916.	Since Sept. 1, 1915.
From New York—	Bbls.	Bbls.
Africa	5	5,324
Algiers, Algeria	—	1,310
Algoa Bay, Cape Colony	—	24
Auckland, N. Z.	—	238
Australia	99	2,153
Barbados, W. I.	—	796
Barranquilla, Colombia	—	4
Bergen, Norway	100	4,940
Bermuda	—	453
Bordeaux, France	—	2,140
Brazil	—	1,924
Buenaventura, Colombia	—	29
Buenos Aires, A. R.	—	1,010
Caibarien, Cuba	—	14
Calcutta, India	—	5
Canada	—	5
Cape Haitien, Haiti	—	272
Cape Town, Africa	—	561
Cartagena, Colombia	—	7
Central America	8	559
Cette, France	—	900
Christiania, Norway	—	260
Colon, Panama	—	1,246
Columbia, Br. Columbia	—	95
Copenhagen, Denmark	—	22,142
Cristobal, Panama	—	38
Cuba	—	5,035
Curacao, Leeward Islands	—	14
Demerara, Br. Guiana	—	258
Genoa, Italy	—	10,244
Georgetown, Br. Guiana	—	47
Glasgow, Scotland	—	1,000
Gothenberg, Sweden	—	1,000
Guatemala, C. A.	—	3
Halifax, N. S.	—	30
Havana, Cuba	—	548
Havre, France	—	11,705
Hull, England	—	100
Kingston, W. I.	—	790
Kobe, Japan	—	143
La Guaira, Venezuela	—	5
La Pallice, France	—	60
Leith, Scotland	—	100
Liverpool, England	—	7,875
London, England	390	27,125
Lyttleton, N. Z.	—	15
Marcoris, S. D.	—	47
Malmo, Sweden	—	4,300
Manchester, England	—	16,008
Marseilles, France	—	42,466
Matanzas, W. I.	—	120
Melbourne, Australia	—	85
Mexico	—	928
Monte Cristi, San Dom.	—	436
Montevideo, Uruguay	—	5,041
Naples, Italy	—	375
Nassau, Bahamas	—	2
Nipe, Cuba	—	57
Oran, Algeria	—	3,200
Para, Brazil	—	24
Paramaribo, Dutch Guiana	—	183
Pernambuco, Brazil	—	214
Piraeus, Greece	—	1,345
Port au Prince, W. I.	—	3
Port Barrios, C. A.	—	22
Port Limon, C. R.	—	145
Port Maria, W. I.	—	17
Port of Spain, W. I.	—	28
Progreso, Mexico	—	81
Puerto, Mexico	—	47
Puerto Plata, S. D.	—	89
Rio de Janeiro, Brazil	—	214
Rotterdam, Holland	—	79,762
St. Johns, N. F.	99	385
St. Thomas, W. I.	—	495
Sanchez, San Dom.	—	293

San Domingo, S. D.	50	1,437
Santiago, Cuba	—	429
Santos, Brazil	—	1,245
South American ports	384	26,437
Sydney, Australia	—	101
Tampico, Mexico	—	65
Trinidad, Island of	—	328
Valparaiso, Chile	—	1,170
Vera Cruz, Mexico	—	293
West Indies	222	7,116
Total	1,357	307,583
From New Orleans—		
Bocas del Toro, Panama ..	—	100
Christiania, Norway	—	58,235
Copenhagen, Denmark	—	2,000
Frontera, Mexico	—	329
Genoa, Italy	—	25
Glasgow, Scotland	—	1,388
Gothenberg, Sweden	—	15,550
Havana, Cuba	—	3,300
Havre, France	—	4,420
Liverpool, England	—	4,050
Manchester, England	—	3,250
Marseilles, France	—	4,399
Progreso, Mexico	—	458
Rotterdam, Holland	4,000	12,500
Santiago, Cuba	—	100
Tampico, Mexico	—	200
Vera Cruz, Mexico	—	932
Total	4,000	111,236
From Galveston—		
Havana, Cuba	—	515
Vera Cruz, Mexico	—	1,659
Total	—	2,174
From Baltimore—		
Glasgow, Scotland	525	1,916
Liverpool, England	—	108
Total	525	2,024
From Philadelphia—		
Glasgow, Scotland	—	855
Liverpool, England	—	201
Total	—	1,056
From Savannah—		
Liverpool, England	—	2,923
Rotterdam, Holland	—	6,608
Total	—	9,531
From Norfolk and Newport News—		
Glasgow, Scotland	—	2,744
Liverpool, England	—	979
London, England	—	975
Total	—	4,698
From Mobile—		
Buenos Aires, A. R.	—	3,290
Rosario, A. R.	—	150
Total	—	3,440
From Detroit—		
Canada	—	49,040
Total	—	49,040
From Buffalo—		
Canada	—	8,185
Total	—	8,185
From all other ports—		
Mexico	—	4
Total	—	4

	Week ending May 25, 1916.	Since Sept. 1, 1915.	Same period, 1914.
Recapitulation—	Bbls.	Bbls.	Bbls.
From New York	1,357	307,583	464,273
From New Orleans	4,000	111,236	73,887
From Galveston	—	2,174	7,029
From Baltimore	525	2,024	3,890
From Philadelphia	—	1,056	6,401
From Savannah	—	9,531	25,722
From Norfolk and Newport News	—	4,698	27,650
From Boston	—	2	111
From San Francisco	—	221	127
From Mobile	—	3,440	1,900
From Detroit	—	49,040	32,287
From Buffalo	—	8,185	6,807
From St. Lawrence	—	8,966	2,843
From Dakota	—	4,464	3,038
From Vermont	—	33	67
From all other ports	—	4	2
Total	5,882	512,657	656,024

SOUTHERN MARKETS

Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., May 25, 1916.—Crude cottonseed oil, 70½c.; no trading. Meal \$28@28.50, Atlanta. Hulls practically exhausted; no new crop offering.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 25, 1916.—Prime crude cottonseed oil easy at 72c. Prime 7½ per cent. meal dull at \$27@27.25. No change in hulls.

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 25, 1916.—Prime crude cottonseed oil, 72@74c. Price meal, 8 per cent., \$30; 7½ per cent. meal, \$29; 7 per cent. meal, \$28. Seven per cent. loose cake, \$25, shipside, New Orleans. Hulls unchanged. Stocks exhausted.

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 25, 1916.—Quotations on chemicals and soapmakers' supplies are as follows: 74@76 per cent. caustic soda, 5¼@5½c. per lb.; 60 per cent. caustic soda, 5¼c. per lb.; 98 per cent. powdered caustic soda, 5½@5¾c. per lb.; 48 per cent. carbonate of soda, 3½c. per lb.; talc, 1¼@1½c. per lb.; 58 per cent. soda ash, 3½c. per lb.; chloride of lime in bbls., 10c. per lb.; chloride of lime in casks, 7@8c. per lb.; silic, 2,000 lbs., \$15@20 per ton.

Prime palm oil, 13c. per lb.; clarified palm oil in bbls., 17c. per lb.; genuine Lagos palm oil in casks, 14c. per lb.; palm gernel oil, 17c. per lb.; yellow olive oil, 93@95c. per lb.; green olive oil, 93c. per gal.; Ceylon coconut oil, 16½@17c. per lb.; Cochin coconut oil, 17@18c. per lb.; green olive oil foots, 11@11½c. per lb.; cotton oil, 11½@12c. per lb.; soya bean oil, 9¼@9½c. per lb.; corn oil, 9¾@10c. per lb.; peanut oil, soapmakers, 5 per cent.; 74@77c. per gal., 10 per cent. 75@78c. per gal.

Prime city tallow, 10¼c. per lb.; house grease, 9¾@10c. per lb.; oleo stearine, 12¾@13c. per lb.; brown grease, 9@9½c. per lb.; yellow packers' grease, 10@10½c. per lb.; dynamite glycerine, 55c. per lb.; saponified glycerine, 44@45c. per lb.; crude soap lye glycerine, 41@42c. per lb.; chemically pure glycerine, 57c. per lb.

COTTONSEED OIL

WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Mississippi Cottonseed Crushers' Association.

Market Less Steady—Little Speculative Support—More or Less Liquidation—No Special Trade in Crude Oil—Consuming Demand Quieter—Declines in Some Competing Products—Tallow Lower—Less Favorable Cotton Crop Advices.

Without developing any special activity, cotton oil values were irregular during the past week; the levels were not easily held. In the local contract market there was quite a little liquidation on the occasional upturns. Part of the selling was credited to Western and Southern interests who had purchased speculatively several weeks ago and had recently become disturbed by declines in markets closely allied with cotton oil.

In this respect there were predictions of impending declines in the lard list. Apparently these opinions were predicated on the knowledge that important farm work had been completed through the West, and a larger movement of hogs from the country would be seen, especially as hog prices are very high at this stage. It is not denied, however, that compound lard levels are still sufficiently under animal lard levels to leave room for moderate depression in the latter product.

As far as greases are concerned, there has been a decline in some foreign oils, and tallow prices have given away about $\frac{1}{4}$ c. the past week. From a soap maker's point of view, new crop cotton oil is still cheaper than tallow. There is very little business passing in new crop crude oil and evidently developments in the cotton belt are being awaited.

There have been advices indicating that new crop cottonseed has been contracted for on the basis of \$40 a ton. The delivery was said to be early fall. It is believed that new cottonseed will command high prices unless the cotton yields are much larger than now foreshadowed. Fairly high prices for by-products of cottonseed prevail quite aside from the high cotton oil levels. Under the circumstances it is not thought there will be a great rush to sell seed, and the report of the \$40 basis was not astonishing. Authorities still claim that the marketing of seed this coming season will not be as close as has been the case of late. Farmers who managed to hold seed until this date have received as high as \$90 a ton, but of course these extraordinarily high prices were paid only for seed of extra good quality and suitable for cotton replanting purposes.

Advices from the cotton belt have been rather less favorable as regarding the growing crop conditions. While generous rains have fallen over a large Eastern part and drought conditions have been relieved, there was fresh cause for complaint found in the continued cool weather. The government weekly weather bulletin stated that replanting of cotton would be necessary in various sections of Georgia and Tennessee, also in parts of other Western districts, and that the low temperatures were an offset to the beneficial rains. The cotton acreage question is still unsolved, but there has been nothing to substantiate the rumors that the increase will amount to about 15 per cent.

Speculative trade is quiet. It is understood that the high prices are still a deterrent to outside operations, yet there have been intimations that a real unfavorable cotton outlook would start speculation afresh. In absence of aggressiveness toward establishing higher oil prices, a majority of consumers seem willing to follow their hand-to-mouth buying policy. The foreign demand for cotton oil lacks volume, and evidently the various peace rumors have been without especial effect on the foreign demand.

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KENTUCKY REFINERY COMPANY

Cotton Seed Oil

LOUISVILLE, KY.

Closing prices, Saturday, May 20, 1916.—Spot, \$11; May, \$11; June, \$11@11.01; July, \$11@11.02; August, \$11.09@11.10; September, \$11.11@11.12; October, \$10.21@10.22; November, \$9.40@9.42; December, \$9.29@9.32. Futures closed 1 to 15 higher. Sales were: July, 1,600, \$11.01@10.96; August, 500, \$11.11@11.08; September, 500, \$11.12; October, 3,700, \$10.22@10.18; November, 700, \$9.42@9.40; December, 200, \$9.31@9.30. Total sales, 7,200 bbls. Good off, \$10.90; off, \$10.50; reddish off, \$10.25; winter, \$11.50@12; summer, \$11.50@12; prime crude, S. E., \$9.67, sales; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Monday, May 22, 1916.—Spot, \$11; May, \$11; June, \$10.95@10.98; July, \$10.93@10.94; August, \$10.99@11; September, \$11.03@11.04; October, \$10.15@10.17; November, \$9.33@9.34; December, \$9.21@9.23. Futures closed unchanged to 10 lower. Sales were: June, 1,100, \$10.95; July, 2,300, \$10.97@10.92; August, 4,500, \$11.07@10.99; September, 1,200, \$11.08@11.04; October, 3,100, \$10.19@10.15; November, 2,300, \$9.35@9.32; December, 1,400, \$9.28@9.22. Total sales, 15,900 bbls. Good off, \$10.75; off, \$10.50; reddish off, \$10.25; winter, \$11@11.65; summer, \$11@11.60; prime crude, S. E., \$9.67, sales; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Tuesday, May 23, 1916.—Spot, \$10.75; May, \$10.85; June, \$10.87@10.90; July, \$10.82@10.83; August, \$10.87@10.90; September, \$10.90@10.92; October, \$10.06@10.08; November, \$9.23@9.25; December, \$9.12@9.15. Futures closed 8 to 13 lower. Sales were: June, 600, \$10.89@10.88; July, 6,700, \$10.91@10.79; August, 8,000, \$10.95@10.85; September, 3,800, \$10.97@10.88; October, 5,500, \$10.12@10.04; November, 3,200, \$9.29@9.23; December, 2,700, \$9.20@9.10. Total sales, 30,500 bbls. Good off, \$10.60; off, \$10.40; reddish off, \$10.20; winter, \$11@11.50; summer, \$11.25@11.75; prime crude, S. E., \$9.67 nom.; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Wednesday, May 24, 1916.—Spot, \$10.80; May, \$10.80; June, \$10.85@10.95; July, \$10.86@10.88; August, \$10.90@10.91; September, \$10.92@10.94; October, \$10.04@10.07; November, \$9.23@9.24; December, \$9.13@9.14. Futures closed 5 decline to 4 advance. Sales were: July, 700, \$10.91@10.90; August, 3,000, \$10.95@10.90; September, 700, \$10.96@10.93; October, 600, \$10.08@10.5; November, 4,000, \$9.28@9.22; December, 800, \$9.16@9.13. Total sales, 9,800 bbls. Good off, \$10.70; off, \$10.40; reddish off, \$10.25; winter, \$11.25@11.75; summer, \$11.50@12; prime crude, S. E., \$9.53@9.60; prime crude, Valley, nom.; prime crude, Texas, nom.

Closing prices, Thursday, May 25, 1916.—Spot, \$10.75; May, \$10.75; June, \$10.75@10.80; July, \$10.68@10.69; August, \$10.71@10.72; September, \$10.72@10.75; October, \$9.95@9.97; November, \$9.18@9.19; December, \$9.07@9.09. Futures closed 5 to 20 lower. July, 4,000, \$10.86@10.62; August, 9,000, \$10.89@10.65; September, 5,900, \$10.91@10.68; October, 5,600, \$10.03@9.93; November, 3,400, \$9.24@9.18; December, 600, \$9.13@9.05. Total sales, 28,500. Good off, \$10.60; off, \$10.50; reddish off, \$10.25; winter, \$11@11.75; summer, \$11@11.75; prime crude, S. E., \$9.47@9.60; prime crude, Valley, nom.; prime crude, Texas, nom.

SEE PAGE 29 FOR LATER MARKETS.

THE PICARD-LAW COMPANY

Expert Cotton Seed Products Chemists

Magnificently-equipped laboratories covering 5,500 square feet of floor space.
Six highly-educated experienced chemists in analytical department.

Also specialists in the analysis of all
GREASES, PACKING HOUSE PRODUCTS, FERTILIZERS,
Fuel, lubricating oils and boiler waters.

Main Laboratories,

ATLANTA, GA.

Carolina Branch,
WILMINGTON, N. C.

GOOD AND BAD PRESS CLOTH.

What Tests of Oil Mill Materials Showed
During the Season.

(Special Letter to The National Provisioner from the
Fort Worth Laboratories.)

Fort Worth, Tex., May 25, 1916.—After another year's work on the testing of press cloth and the compiling of a considerable number of results on different samples, we wish to point out several general conclusions.

First: The fact that a cloth shows good or bad in the oil mill and in our test one season does not show what this cloth will be the next season. In proof of this statement we have in mind No. 4 on our test sheet, a copy of which will be furnished to anyone interested. This same brand of press cloth tested, during the present season, gave 16,500 combined strength per unit weight as compared with 12,790 shown on the test sheet.

It will be remembered that we consider any cloth running less than 15,000, combined strength per unit weight, unsatisfactory, and that this same cloth gave unsatisfactory mill results during the 1914-15 season. The mill results with this brand during the present season have been very much better, substantiating the fact that our tests are a good criterion of the grade of a given cloth.

On the other hand, another cloth, which one year ago showed 20,500, tested recently showed 17,600, its grade having dropped from one of the best to what we might call a fair grade cloth. The mill results with this cloth were fine during 1914-15, but have been only mediocre during the present crushing season.

Second: It is a noticeable fact that two samples of the same cloth during the same season do not necessarily show the same. Further experience in this matter will, in all probability, show that nearly every roll of press cloth is a separate proposition. In other words, a shipment may be received containing one roll of good and one roll of bad press cloth. The mill cannot afford to be making tests all the time in the press room, especially when the results of such

tests will not be accepted by the manufacturer as coming from a disinterested party.

We contend, therefore, that the tests we have worked up are a convenience, and will become more and more so to the mills wishing to follow their press cloth cost closely, and to substantiate any just claim when a poor cloth is received.

Third: That the cloth weighing over one pound to the linear foot has practically disappeared from the market. Such cloth was not a good press cloth to buy by the pound and use by the foot.

Fourth: The oil content of press cloth has materially decreased. Seven and one-half per cent seems to be a maximum now, as compared with fifteen per cent or over one year ago, and a great many samples show less than four per cent.

We have contended that oil present in press cloth, over a certain amount, was adulteration, and we still hold to this opinion. If nothing further develops in the years to come on the press cloth proposition, we feel that our efforts have been well repaid if our work has driven from the market the heavy, weak cloth, and has reduced the amount of oil which acted as an adulterant and which was being sold to the cotton oil mill.

Lest someone should misinterpret the statements above, regarding one of the best cloths showing inferior during the present season, we wish to state emphatically that this does not refer to any cloth shown on our original sheet. We make this statement in order that the parties who have been using this sheet as advertising may not be unjustly attacked by wrong interpretation of what we have said in this bulletin.

We are still testing press cloth, and we still welcome any suggestions or questions from either the manufacturers or users of press cloth. We wish to thank both manufacturer and user for their co-operation given us in this matter, and state that several of the manufacturers have had their cloth tested for their own account.

The Procter & Gamble Co.

Refiners of All Grades of

COTTONSEED OIL

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Jersey Butter Oil
Aurora, Prime Summer Yellow

Puritan, Winter Pressed Salad Oil
White Clover Cooking Oil
Marigold Cooking Oil
Sterling, Prime Summer Yellow

Refineries:

IVORYDALE, O.
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.

General Offices:
CINCINNATI, OHIO
Cable Address: "Procter"

ASPEGREN & CO.	
Produce Exchange Building	NEW YORK CITY
EXPORTERS	BROKERS
ORDERS SOLICITED TO BUY OR SELL	ON THE NEW YORK PRODUCE EXCHANGE FOR
COTTON SEED OIL	
SPOT AND FUTURE DELIVERY	
We issue the only Daily Printed Market Letter on Cotton Seed Oil in this country. Sent free of charge to our regular customers.	
WE ARE SELLING AGENTS FOR	
THE PORTSMOUTH COTTON OIL REFG. CORP. OF PORTSMOUTH, VA. — AND — THE GULF & VALLEY C. O. COMPANY, LTD., OF NEW ORLEANS, LA.	
Will be pleased to quote prices on all grades of Refined Cotton Seed in barrels or loose in buyers or sellers tank cars, f. o. b. refinery or delivered anywhere in this country or Europe.	

BETTERMENT OF COTTONSEED END OF BUSINESS

Practical Suggestions for Cottonseed Oil Mill Men

By E. T. George, New Orleans, La.

[EDITOR'S NOTE.—This is the article which tied for second prize in the contest inaugurated by President J. J. Culbertson of the Inter State Cotton Seed Crushers' Association among oil mill men, asking for suggestions from them for improvement in the cottonseed end of their business. Papers were submitted anonymously and judged by a committee consisting of five presidents of state associations.]

The two words, "Cotton Seed," to one familiar with the business, suggest a course of action unlike that pertaining to any other article in the whole wide world.

Men supposedly with no speculative blood in their veins will take a chance, and a big one at that, when the season for buying cotton seed is at hand, nor will they be particular as to quality, quantity, time or manner of shipment, the method of payment or the full out-turn of weights; apparently the only important thing is to secure the seed, regardless of location, competition, or its intrinsic value on the day bought.

For each unwise and unbusiness-like transaction, another mill operating in the same territory deems it necessary to "even up" matters. Hence, from the commencement of the season to the end, each seems to vie with the other as to which can inject into the trading the most foolish terms, believe the greatest number of misrepresentations, and pay the highest prices.

This is especially true in the short crop years, and must be attributable to the belief that the supply of seed will be insufficient to keep the average mill crushing for a period exceeding three months out of the twelve. This fact, however, should suggest conservatism, rather than the wild policies now generally inaugurated, and pushed with increasing recklessness.

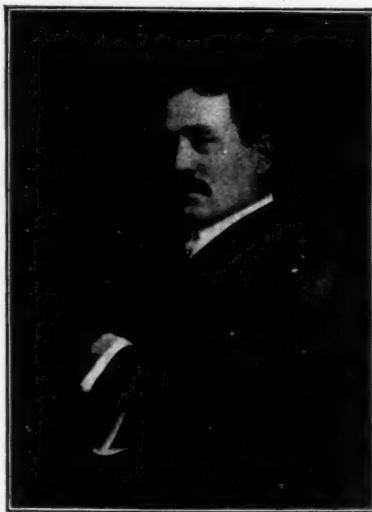
To Improve Seed-Buying Conditions.

How to improve the seed-purchasing conditions is indeed a trying problem, but one susceptible of great results, therefore we have the incentive for strong and unremitting efforts on the part of all concerned, large and small, rich and poor, now engaged in the business.

It does not take a prophet or a prophet's son to see that if permitted to continue under present conditions, few if any mills can survive. Hence the adoption of sensible, intelligent and fair tactics become imperative, to-wit:

(1) Recognize the sanctity of the law, and observe it without subterfuge or deviation.

Where found unjust, work openly and energetically for repeal, the management of each mill doing its full part toward sending the right proportion of honorable and competent business men to the legislatures of their States and to the Congress of the United



E. T. GEORGE.

States, helping to expose and defeat demagogues.

(2) Be content with a profit of, say, \$3 per ton on the seed to be crushed, and invariably bid on that basis, being certain, by frequent and regular chemical analyses, that the mills are not fooling either themselves or the farmers. A price good for the week, against

actual shipment or delivery, should rule. Frequent changes, based on varying market prices of cottonseed products, will discourage speculation, or long storage of seed, especially where the prices are made according to grades and yields of seed, and are strictly adhered to.

(3) Engage standing space in your local paper or papers, giving in a succinct manner, each week, items that will tend to educate the farmer as to what his cottonseed are actually worth, and how, by the use of cottonseed products, the raw material will steadily enhance in value. The wording of the advertisements and the demonstrations should be frequently changed.

(4) Eliminate absolutely once and for all time the seed speculator. If necessary close down the mills for a long or short period as occasion may require.

Mills Should Stop Speculating in Their Own Products.

(5) Mills should cease speculating in their own products, and thus remove one of the chief causes for unwarranted prices for seed. In order to fulfill contracts made months before, numerous mills are often compelled to pay exorbitant figures for seed to their own detriment, and unfortunately to the detriment of the mills who have postponed selling until known costs and grades were ascertainable. Under the latter plan, products could and should be sold to the consumers and manufacturers, and not to speculators, to again appear and reappear on the market with injurious effect.

(6) If large or small companies endeavor to injure one's business by unfair practices of any kind, protection of the United States laws, now effective, should be invoked, either through the Trades' Commission or the courts. Only one or two trials in each State would be necessary to insure faithful compliance thereafter. Under the laws of our country, a cor-

HARDENED EDIBLE OILS

MADE FROM

VEGETABLE OILS OF ALL KINDS

Oils Hardened to Order

The American Oil Treating and Hardening Co.

CINCINNATI, OHIO, U. S. A.

poration is not permitted to pay higher prices for an article than it is worth, either for the purpose of injuring a competitor or to secure an undue advantage over him. Local seed fights could thus be done away with; also the practice of paying more at one station or gin than at other nearby points, taking the same freight rates to destination.

(7) Dethrone the spirit of avarice and the growing desire to get rich quick, being content with a reasonable and steady return on the investment. Turn a deaf ear to unsupported reports about the methods of your competitors and your co-workers, the farmers. Rejoice with both classes over their successes and sympathize with them in their failures. In short, be as near ideal business men as possible, paying no more for cottonseed than it is worth, and using the same fair and commonsense methods availed of in all your dealings regarding other commodities. Then

it will not be long before a legal and satisfactory way will open for establishing the market value of cottonseed as clearly as that of any other product besides leading to contentment and peace of mind.

In conclusion, permit the suggestion that we should look upon cottonseed as a wonderful and useful gift of Nature to mankind, necessarily commercialized, and not as a mystical or illimitable something, justifying the ruinous rule of thumb, rather than the sensible rule of reason.

PEANUT PRODUCT ANALYSES.

In a recent letter to cotton oil mills on peanut products, P. S. Tilson, of the Houston Laboratories, says:

Since the milling of peanuts for the oil and cake is in the experimental stage, naturally the miller does not yet know the possibilities in regard to the analysis of his products. A

bushel of Spanish peanuts, farmers' stock, will weigh 30 pounds. The crushing of the meats without some hulls would not be a commercial process, since the addition of some hulls are necessary to obtain a good oil extraction and a commercial cake that will not easily deteriorate.

The most economical process in the manufacture of peanut oil would be to use sufficient pressure to recover all the available oil by one pressing. The crude oil keeps well and refines easily. There are yet no adopted standards for peanut oil.

Crude peanut oil was found during this season to analyze as follows: Free fatty acids, 0.5 to 0.9 per cent.; color, 2.0 to 3.8 red; loss, about 2 per cent.

When employing the hydraulic process, the proper mixture of meats and hulls are cooked (there is danger of over-cooking) at a lower temperature than that employed in cooking a mixture of cotton seed meats and hulls.

The analysis of the whole Spanish peanut gave 38.70 per cent. oil, while the meats gave 48.78 per cent. oil. Theoretical yield of prime Spanish peanuts clean and free from stems is as follows: Cake, 1,139.90 pounds; hulls, 153.60 pounds; oil (91.50 gallons), 686.50 pounds; loss or waste, 20 pounds; total, 2,000 pounds.

The above cake should analyze oil 7 per cent., protein 44.10 per cent.; hulls 23 per cent. and crude fiber 16.34 per cent. The above percentage of hulls (23 per cent.) represents 63 per cent. of the total weight of hulls. The analysis of the cake will, of course, vary with the amount of hulls added.

When the expeller is employed a good grade of crude peanut oil is obtained, regardless of the percentage of hulls added. The hulls will absorb oil, hence the oil yield will be affected accordingly.

The theoretical yield of prime Spanish peanuts clean and free of stems, where all of the hulls are added in the manufacture of the peanut cake, as by expeller process, is as follows: Cake, 1,305.10 pounds; oil (90 gallons), 674.90 pounds; loss or waste, 20 pounds; total, 2,000 pounds.

The above cake should analyze oil 7 per cent.; protein 39.58 per cent., and crude fiber 21.34 per cent.

The above theoretical yields are based on the analysis of the very best Spanish peanuts obtainable; hence, due allowance should be made for anything less than this. The peanut cake manufactured by either of the above processes is better than cottonseed cake of the same analysis, or as good, for feeding purposes.

Where the mill expects to make a good quality of peanut cake, the installation of a suitable sheller will be found profitable. However, the regular cottonseed huller may be adapted to this purpose.

COTTON MEAL FREIGHT REFUND.

The Interstate Commerce Commission has ordered the Oregon-Washington Railroad Company to refund \$1,819.05 to O. M. Parker, on account of unreasonable freight charges collected from time to time on 31 carloads of cottonseed meal from Staunton, Texas, to various points in Oregon.

Is there some problem in the operation of your plant that bothers you? Submit it to The National Provisioner and get the answer.

Founded on new ideas

At first it may seem strange not to see a suds or lather with the use of



But the more you use it the better pleased you are that it doesn't make a suds. To be free from soapy deposits, greasy films, slippery utensils, etc., is a certain pleasure that comes with the use of Wyandotte Sanitary Cleaner and Cleanser — the cleaner that is founded on the modern idea of cleanliness.

Indian in Circle



In Every Package

It costs but little to use, possibly less than what you are now using, so why not write your supply man for a barrel or keg?

THE J. B. FORD CO.

Sole Manufacturers,

WYANDOTTE - - - MICH.

This Cleaner has been awarded the highest prize wherever exhibited.

IT CLEANS CLEAN

THE WEEK'S CLOSING MARKETS

FRIDAY'S GENERAL MARKETS.

Lard in New York.

New York, May 26.—Market steady, Western steam, \$13.50 nom., Middle West, \$12.95 @13.05; city steam, 12½c.; refined Continent, \$14.30; South American, \$14.50; Brazil, kegs, \$15.50; compound, 11½@12¼c.

Marseilles Oils.

Marseilles, May 26.—Copra fabrique, 159 fr.; copra edible, — fr.; peanut fabrique, 121 fr.; peanut edible, — fr.

Liverpool Produce Market.

Liverpool, May 26.—(By Cable).—Beef, extra India mess, nom.; pork, prime mess, nom.; shoulders, square, 70s.; New York, 68s.; picnic, 72s.; hams, long, 86s.; American cut, 86s. Bacon, Cumberland cut, 80s. 6d.; long clear, 88s.; short back, 79s.; bellies, clear, 88s. Lard, spot prime, 75s. 6d.; American refined, 28-lb. box, 77s.; July, 73s. 3d. Lard (Hamburg), nom. Tallow, prime city, 53s.; New York City special, 61s. 6d. Cheese, Canadian finest white, new, 110s. Tallow, Austrian (at London), 47s. 9d.

FRIDAY'S CLOSINGS.

Provisions.

Trade was fairly active with prices lower early due to the decline in hog prices, but rallied with shorts covering.

Tallow.

The market was quiet with prices steady. City is quoted at 10c., and specials at 10½c.

Oleo Stearine.

The market was dull. Oleo is quoted at 12c.

Cottonseed Oil.

Prices were easier early with the lower lard market but rallied with a better commission house demand and short covering.

Market closed 5 points lower to 6 points higher. Sales, 18,000 bbls. Spot oil, \$10.70 bid. Crude, Southeast, sales at \$9.34. Closing quotations on futures: May, \$10.70 bid; June, \$10.70@10.90; July, \$10.70@10.72; August, \$10.75@10.76; September, \$10.78@10.80; October, \$10@10.01; November, \$9.24@9.25; December, \$9.13@9.15; good off oil, \$10.50 bid; off oil, \$10.30 bid; red off oil, \$10.20 bid; winter oil, \$11 bid; summer white oil, \$11 bid.

FRIDAY'S LIVESTOCK MARKETS.

Chicago, May 26.—Hog market slow 5 to 10c. lower. Bulk of prices \$9.65@9.85; light, \$9.20@9.80; mixed, \$9.45@9.90; heavy, \$9.35@9.95; rough heavy, \$9.35@9.50; Yonkers, \$9.55@9.70; pigs, \$7.30@9.20; cattle, steady to shade lower; beefs, \$8.40@10.75; cows and heifers, \$4.75@9.85; Texas steers, \$8.60@9.50; Western, \$8.75@9.60. Calves, \$8.50@11.75. Sheep, weak to 10c. lower; sheep, native, \$7.30@9.15; yearlings, \$8.40@11; lambs, \$8.40@11.10; Western, \$8.85@12.35.

Omaha, May 26.—Hogs lower, at \$9.15@9.65.

Buffalo, May 26.—Hogs lower; on sale 5,600, at \$10.15@10.20.

Kansas City, May 26.—Hogs slow, at \$9.25@9.75.

St. Joseph, May 26.—Hogs slow, at \$9.50@9.85.

Sioux City, May 26.—Hogs lower, at \$9.10@9.60.

Louisville, May 26.—Hogs steady, at \$8.90@9.40.

Indianapolis, May 26.—Hogs lower, at \$9.60@9.90.

St. Louis, May 26.—Hogs lower, at \$9.65@9.95.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, May 20, 1916, are reported as follows:

Chicago.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	5,780	30,100	15,750
Swift & Co.	5,439	16,400	18,025
Morris & Co.	4,955	7,709	6,095
S. & S. Co.	4,737	10,800	8,671
G. H. Hammond Co.	1,612	10,200	...
Libby, McNeill & Libby.	844	...	...
Anglo-Amer. Provision Co.	681	9,500	...

Brennan Packing Co., 6,000 hogs; Miller & Hart, 3,500 hogs; Independent Packing Co., 11,000 hogs; Boyd, Lunham & Co., 5,700 hogs; Roberts & Oake, 3,700 hogs; Western Packing & Provision Co., 10,000 hogs; others, 5,000 hogs.

Kansas City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	3,332	12,619	3,270
Fowler	756	...	684
S. & S. Co.	2,983	10,981	2,172
Swift & Co.	3,357	10,094	6,120
Cudahy Packing Co.	3,527	9,272	4,391
Morris & Co.	3,162	10,749	3,251
Others	242	583	115

United Dressed Beef Co., 163 cattle; Graybill & Stephenson, 982 hogs; Independent Packing Co., 445 cattle; John Morrell & Co., 130 cattle; Blount, 276 hogs; Schwartz, Bolen & Co., 3,496 hogs; Wolf Packing Co., 71 cattle; I. Meyer, 181 cattle; Heil Packing Co., 948 hogs; M. Rice, 678 hogs; S. Kraus, 236 cattle.

Omaha.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	2,371	7,130	1,830
Swift & Co.	4,069	11,309	6,773
Cudahy Packing Co.	4,782	13,802	6,910
Armour & Co.	4,153	13,310	4,859
Swartz & Co.	...	2,277	...
J. W. Murphy	...	3,880	...

Lincoln Packing Co., 163 cattle; South Omaha Packing Co., 26 cattle; John Morrell & Co., 6 cattle; Roth Packing Co., 277 hogs.

St. Louis.			
	Cattle.	Hogs.	Sheep.
Morris & Co.	1,795	6,580	3,635
Swift & Co.	2,204	6,420	2,850
Armour & Co.	1,617	5,963	3,580
East Side Packing Co.	135	2,244	...
Independent Packing Co.	823	...	...
St. Louis Dressed Beef Co.	321	...	...
Sartorius Provision Co.	9	...	...
Carondelet Packing Co.	41	413	28
Krey Packing Co.	4	708	...
Heil Packing Co.	16	795	...
J. H. Belz Provision Co.	4	1,133	...
Others	662	16,352	1,519

Sioux City.			
	Cattle.	Hogs.	Sheep.
Armour & Co.	1,633	9,018	...
Cudahy Packing Co.	1,560	9,455	...
Swift & Co.	138	3,760	...
Others	2,448	2,537	...

*Incomplete.

NEW YORK LIVE STOCK

WEEKLY REPORT TO MAY 22, 1916.

	Beef.	Calves.	Sheep and Lambs.	Hogs.
New York	1,688	8,200	1,225	5,923
Jersey City	3,732	8,521	13,760	18,796
Central Union	1,780	1,085	7,982	...
Totals	7,200	17,806	22,967	24,719
Totals last week	7,346	14,253	25,072	22,259

FOREIGN COMMERCIAL EXCHANGE.

New York, May 26.—Foreign commercial exchange rates, as far as quoted, are:

London—	
Bankers' 60 days	4.72%
Cable transfers	4.76%
Demand sterling	4.75%
Commercial, 60 days	4.71%
Commercial, 90 days	4.69%
Paris—	
Commercial, 90 days	No quotations.
Commercial, 60 days	No quotations.
Commercial, sight	5.93%
Bankers' cables	5.92%
Bankers' checks	5.92%
Berlin—	
Commercial, sight	No quotations.
Bankers' sight	76%
Cable transfers	—
Antwerp—	
Commercial, 60 days	No quotations.
Bankers' sight	No quotations.
Bankers' cables	No quotations.
Amsterdam—	
Commercial, sight	41%
Bankers' sight	41%
Copenhagen—	
Checks	30.00

RECEIPTS AT CENTERS

SATURDAY, MAY 20, 1916.

	Cattle.	Hogs.	Sheep.
Chicago	100	9,000	2,000
Kansas City	200	1,000	1,000
Omaha	100	0,000	100
St. Louis	50	1,000	3,200
St. Joseph	500	3,300	300
Sioux City	2,500	4,000	...
St. Paul	300	2,000	...
Oklahoma City	...	2,000	...
Fort Worth	600	500	...
Milwaukee	...	150	...
Denver	100	700	200
Louisville	50	2,255	2,000
Cudahy	...	200	...
Wichita	...	1,250	...
Indianapolis	250	3,000	...
Pittsburgh	...	2,500	600
Cincinnati	100	2,100	400
Buffalo	50	3,200	1,200
Cleveland	120	1,000	1,200
New York	283	1,692	1,408

MONDAY, MAY 22, 1916.

Chicago	15,000	39,000	16,000
Kansas City	10,000	15,000	8,000
Omaha	3,000	6,300	3,800
St. Louis	4,000	8,000	6,300
St. Joseph	1,400	4,000	3,100
Sioux City	3,500	3,000	200
St. Paul	3,000	14,000	175
Oklahoma City	700	2,400	...
Fort Worth	5,000	4,500	8,000
Milwaukee	75	760	...
Denver	1,000	2,100	...
Louisville	1,000	4,000	2,300
Detroit	...	1,400	...
Cudahy	...	1,090	...
Wichita	...	330	...
Indianapolis	...	5,000	...
Pittsburgh	1,000	7,500	7,500
Cincinnati	1,400	6,456	700
Buffalo	3,300	14,500	10,000
Cleveland	50	6,000	1,500
New York	2,887	7,943	4,712
Toronto, Canada	3,132	350	98

TUESDAY, MAY 23, 1916.

Chicago	4,000	15,000	14,000
Kansas City	7,000	14,000	8,000
Omaha	4,600	12,000	4,200
St. Louis	5,500	9,000	5,100
St. Joseph	1,800	9,000	2,000
Sioux City	2,500	5,000	600
St. Paul	1,500	7,000	50
Oklahoma City	600	2,700	...
Fort Worth	2,500	2,500	3,000
Milwaukee	500	1,127	50
Denver	300	3,000	...
Louisville	100	1,200	1,600
Detroit	...	1,800	...
Cudahy	...	2,000	...
Wichita	...	4,329	...
Indianapolis	1,400	10,000	...
Pittsburgh	...	3,000	1,500
Cincinnati	200	4,100	600
Buffalo	75	3,200	1,000
Cleveland	120	2,000	2,000
New York	1,413	4,700	3,682
Toronto, Canada	873	867	58

WEDNESDAY, MAY 24, 1916.

Chicago	14,000	24,000	18,000
Kansas City	4,000	11,000	6,000
Omaha	5,500	10,000	4,000
St. Louis	2,400	8,000	2,700
St. Joseph	1,600	10,000	1,100
Sioux City	3,000	5,000	600
St. Paul	1,100	6,000	2,000
Oklahoma City	800	3,200	1,700
Fort Worth	3,000	3,500	1,000
Milwaukee	535	700	600
Denver	500	700	...
Louisville	100	3,700	2,500
Detroit	...	4,200	...
Cudahy	...	500	...
Wichita	...	2,179	...
Indianapolis	1,400	7,000	...
Pittsburgh	...	3,000	2,500
Cincinnati	700	4,738	1,100
Buffalo	125	3,200	3,000
Cleveland	200	3,000	600
New York	1,453	3,494	5,640
Toronto, Canada	1,382	2,072	232

THURSDAY, MAY 25, 1916.

Chicago	3,500	16,000	9,000
Kansas City	2,000	8,400	6,000
Omaha	4,200	10,500	800
St. Louis	1,700	7,500	7,200
St. Joseph	1,300	6,000	1,000
Sioux City	800	6,000	...
St. Paul	...	5,000	...
Oklahoma City	400	1,900	...
Fort Worth	3,500	2,000	1,000
Milwaukee	...	1,033	...
Louisville	...	2,400	...
Detroit	...	3,100	...
Cudahy	...	800	...
Wichita	...	2,424	...
Indianapolis	...	8,000	...
Cincinnati	800	3,166	1,100
Buffalo	50	2,500	3,000
Cleveland	...	2,000	...
New York	962	1,796	2,630

FRIDAY, MAY 26, 1916.

Chicago	1,500	20,000	10,000
Kansas City	800	4,000	500
Omaha	100	7,000	1,700
St. Louis	1,200	7,000	1,400
St. Joseph	300	4,300	1,000
Sioux City	500	5,500	...
Fort Worth	1,500	1,900	1,500
St. Paul	1,000	7,400	123
Oklahoma City	460	4,000	...

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Market quiet after big trading last week. Packers in strong position, as few old native steers and cows are unsold. Country hides quiet.

Chicago.

PACKER HIDES.—Close to 125,000 packer hides moved in the period under review. Fancy prices were paid on practically all stock sold. Killers moved out most of their old hides and practically all of April kill; May slaughter has been well bitten into, especially in the branded varieties. One killer has nothing but May native hides for sale. Sellers are gratified with the sudden return of activity, justifying their belief that the market only lacked a leader. As soon as the big buyers trailed in and took branded hides, the smaller operators followed along and paid still more money. The situation is in a healthy position and it is expected that all May hides will move readily. In fact there are plenty of unfilled orders in the market at full asking figures. Sellers in most instances are declining the business as buyers want too many hides. Heavy native steers received most attention. April kill opened the week with movement in 3,000 hides at 24½¢, followed later by sale of similar hides at 24¾¢, embracing 3,000 hides. Later 3,500 April kill brought 25¢. A lot of 4,000 April and May hides sold early in the week at 25¢. Several trades embraced 9,000 January, February and March native steers were put through at 23½¢. One killer declined a bid of 23½¢ for February-March natives in a 5,000 block and demanded 24¢. Straight May native steers brought 26¢, four killers moving about 26,000 hides. One killer refused this price. Further business is possible upon payment of 26¼¢. A lot of 2,500 May extreme light native steers sold at 24½¢. and two cars of April extreme natives brought 24¼¢. and 4,000 February-March underweight steers brought 23¼¢. Texas steers brought 24¢. for heavy weight, about 11,000 May kill moving. Underweight Texas steers brought 23½¢. for 4,500 April and May take-off in several transactions. Only one killer has May heavies unsold and he demands 24¼¢. for them. Underweights are closely picked up and available at 24¢. yet. Butt branded steers went at 23½¢. for about 4,000 May hides, one packer's month's production. Unsold sellers are talking 24¢. for further business in May take-off. Colorado steers sold at 22½¢. for a lot of 8,000 April hides with a few butts included. May hides brought 23¢. for 4,000, this being one killer's month's production. Several other trades aggregating 10,000 May hides were put through at 23¢. A

lot of 2,000 Denver May hides sold at 23¢. f. o. b. Branded cows brought 23½¢. for 2,000 May take-off. One killer moved this month's production. Other sellers are talking a 24¢. market. Heavy native cows sold at 23¼¢. for April kill embracing 3,000 hides. A like quantity of May slaughter brought 23½¢. Several trades aggregating 2,000 April and May hides went through at 23½¢. Light native cows went at 24¢. embracing 6,000 May hides. A couple of cars of March hides brought 23¾¢. May hides are now held at 24½¢. but buyers are slow to take hold. Native bulls brought 20¼¢., one killer moving 7,000 April and May kill. This price was bid to other killers and demands of 21¢. made. Branded bulls were quiet and quoted at 18@19¢. nominal for business. Unsold stocks are small.

Later.—Packers quiet and waiting. Sellers have meager stocks and are asking higher prices for May hides. Old native steers and cows are held at a quarter to a half cent higher than last sales. Situation has firm undertone. June hides are expected to go slow for a while on account of withdrawal of grubbing privilege. Later sales, 3,500 May heavy at 24¼¢.; underweights 24¢. Also 1,000 May native steers 26¼¢.

COUNTRY HIDES.—Business was good in the opening days of the week, but trade was slower as the end neared and prices had a tendency to sag. Labor difficulties are mainly responsible for the easiness which seems to be mostly local as yet. However, peace talk is also having an effect, causing buyers to withhold orders still a little longer in the hopes of further depressing values. Heavy steers were not reported sold alone. These are generally moved along with heavy cows at 19@19½¢. Where steers are available in car lots, 20@21¢. is asked. Heavy cows sold at 19¢. at the opening of the period, one car going at that rate in connection with buffs at 19½¢. A car of better hides running mostly to ones brought 19½¢. from one seller and another dealer succeeded in interesting the same buyer in a car of his goods at the same figure. Heavy cows were included with buffs at 19¼¢. for a light average car of hides. A car of Minneapolis 45 lb. up hides moved early in the week at 19½¢. and another sold later in the week at 19¢. Buffs sold at 19½¢. for two cars of long haired goods early in the week. Two thousand later brought the same money. Two cars of 45 lb. up hides sold at 19¼¢. and a car of buffs later brought 19¼¢. Minneapolis buffs and heavy cows brought 19½¢. for a car and later moved down to 19¢. for another car. Three cars of Iowa 45 lb. up hides brought 19¢. delivered here. Minneapolis 25 lb. up hides sold at 19½¢. delivered basis. Nominal market at the close of the week is considered at 19¢. for business. Dealers generally talk 19½¢. for their stocks, but with the easiness apparent in the market it is believed highly possible to get goods at 19¢. The situation at outside points is easier in sympathy. Buyers talk 19@19¼¢. delivered basis for 25 lb. up hides. Collectors are talking up to 20¢. yet for their

goods. Extremes sold at 22¢. early in the week for straight receipts. One car moved at this figure. Later two cars moved at 21½¢. of similar quality. Later in the week another car brought 21½¢. and a car guaranteed 70 per cent. firsts brought 22¢. A car of Ohio extremes sold at 21½¢. f. o. b. Minneapolis extremes sold at 21¾¢., and another car brought 22¢. Owing to their popularity, extremes are expected to remain about stationary at 21½¢. for current goods unless something new develops in leather or labor. Branded cows sold at 17½¢. for a car of common kinds. Other business was effected recently on this basis. As high as 18¢. flat has been paid locally for good country branded hides. Local stocks are small. Pacific coast buyers have been taking most of the branded hides in the originating sections this season. Country packer branded hides are quiet and quoted at 21@23¢. nominal. Outside asked for May Pacific coast packer hides. Bulls sold at 17½¢. for a car of country kinds. This is considered full market. Country packer bulls are quoted at 19@19½¢. nominal for business. Kipskins were quiet. Recent business was effected in country kipskins at 22½¢. which about cleaned out holdings of long haired goods. Some sales specifying veals were made at close to 25¢. City skins are quoted in a range of 22@23¢. for business. Offerings at the inside rate were made in connection with calfskins. Packer kipskins quoted at 25@26¢. asked and nominal market considered at least a cent less.

Later.—Buffs held at 19@19½¢. for business. Dealers optimistic. Believe return of activity soon at full asking rates of 19½@19¾¢. for buffs. Extremes steady at 21½¢.

CALFSKINS sold at 30¢., two collectors moving a car each of first salted Chicago city varieties. This registers a decline of 4s. from top prices of ten days or two weeks ago. The trade was stunned at the reported movement. Collectors declined to hold skins at high levels and let them pile up. Tanners declined to support the market and the low sales were the result. Outside city skins are quiet and quoted nominal at 29¢.; countries at 28¢. Packers are still held at 36¢., but bids are now solicited. It is thought 32¢. is about the nominal worth of these skins now. Deacons sold early in the week at \$2.75 and \$2.55 for country kinds and later at \$2.50 and \$2.30. Skins are available in first salted city quality at \$2.50 and \$2.30 now. Countries quoted at least 25¢. each less.

Later.—Calfskins more active. Two cars outside cities brought 30¢. Car special weight countries sold 30¢. Three cars countries brought 28½¢. Rumored city skin sold at 33¢. in same movement. Packers still asking 40¢. for May kill. Rumor bids of 38¢. refused.

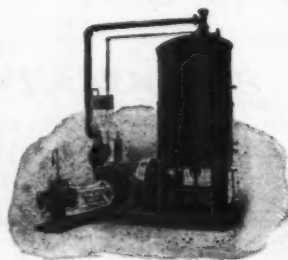
HORSE HIDES sold at \$7 early in the week for a carload. As skins declined horse hides became easier in tone and goods are now freely offered at \$7. Nominal market considered \$6.75 and under. City hides quoted at \$7@7.25 for business. Seconds the usual \$1 reduction; ponies and glues quoted at \$2.50@3 and coltskins at \$1@1.50.

HOGSKINS are quiet, but firmly held at 90@95¢. the last sale rates for country run with rejects at half rates. So far as can be learned no dollar business has been put through in western skins. No. 1 pigskin strips quoted at 10@10½¢. last paid; No. 2's at 9@9½¢.; No. 3's at 5@5½¢. for business.

SHEEP PELTS.—Wool skins are about all gone for this season. Packers are fairly well cleared out but a few lots remain unsold in the country market. Packer skins range at \$2.35@2.55 and countries quoted at \$2@2.50 as to quality of offerings. Shearlings quoted at 87½¢. last paid for late killed stock. Spring lambs sold this week at 95¢. for Chicago kill. Dry western pelts are quiet at 22½@23½¢. asked for business. Pullers are not doing very much. A few pulling shearlings are offered at \$1.10 and now sold.

New York.

PACKER HIDES.—The spell of quietness was broken by the pronounced activity late in the period under review. Total sale ag—
(Continued on page 43.)



EXPERIENCE and STUDY

has given the Rendering Industry a Sanitary, odorless, money making method of producing

THE BEST TANKAGE

May we tell you how it is done by

The Wannenwetsch System
C. H. A. WANNENWETSCH & CO.
BUFFALO, N. Y.

LIVE STOCK MARKETS

CHICAGO

(Special Letter to The National Provisioner from the National Live Stock Commission Co.)

Union Stock Yard, Chicago, May 24.

The continuous and rapid advance of the steer trade has exceeded the expectations of even its most "bullish" adherents; \$10.75 has been paid for prime 1,270-lb. steers and predictions of 11c. cattle are common. Receipts are light and for the week will total approximately 38,000 cattle. The trade was 10@15c. higher on Monday, ruled strong at the advance on Tuesday and Wednesday's market showed 15@25c. further upturn, making prices largely 25@40c. and in some cases 50c. higher than a week ago. The price list has been elevated to the highest point of the season thus far, for aside from the top of \$10.75, there is quite a sprinkling of prime beefs from \$10.25@10.60; choice grades sold largely from \$10@10.25; good to choice, \$9.65@10, and medium to good killers from \$9@9.60; in fact under 9c. cattle are hardly worthy of being designated as beef. The markets are abnormally high, and while choice to prime cattle are going to be very scarce, three or four weeks hence we will be getting some grass cattle and more of the medium and fair kinds.

A further advance, ranging all the way from 10@25c. per cwt., has been recorded this week in butcher cattle and a new high level of values has been attained. Cow-stuff is selling all the way from \$5.25@5.85 for cutters up to \$8.25@9 for choice to prime heavy cows and heifers, with fancy yearlings up to 10c., bulls selling all the way from \$6.75@7.25, hognas up to \$7.75@8.25, choice to prime export bulls and good to choice veal calves from \$11.25@11.75.

Receipts for the first three days of the week will total approximately 78,000, as compared to 100,068 hogs for the same period a week ago, but despite the lessened supply the big packing outfits have thus far successfully resisted any effort to elevate the market. On Wednesday the extreme top was \$10.15, and the bulk of the good butchers and shipping grades sold from \$9.95@10.05 with mixed grades from \$9.80@9.90. All live stock values are enjoying an era of prosperity unequalled in the history of the trade. There have been occasional instances when hogs sold higher, and also when cattle sold higher than they are at present. But never before do we remember the time when cattle, hogs and sheep all were selling on such an abnormally "high" basis as they are at present. And despite the fact that thus far there has been no serious or permanent decline in the trade, and that there is a possibility of hogs still selling higher than they have been thus far this year, yet we will not recede from the stand that we took some weeks ago, that hogs in good marketable condition should be shipped freely. The break is bound to come.

(Continued on page 35.)

KANSAS CITY

(Special Letter to The National Provisioner.)

Kansas City Stock Yards, May 23.

Cattle receipts were 7,000 head today, and the market was strong on all classes. Some yearlings sold at \$10, but the best heavy cattle could do was \$9.90. Salesmen expect to secure \$10 for heavy steers tomorrow, and quite a number of prime cattle have been summoned to market for tomorrow with this expectation. A good many cattle are sticking around over the feeding belt, whose owners have been holding for even money, and these will come pretty freely in case the ten dollar quotation holds good. Pulp-fed steers have been in rather light supply this week for the reason that owners of them, too, are holding for higher prices, and now that these cattle are selling at record figures, \$9.90 paid today for prime ones, they may start pretty freely. A fair number of cattle sell downwards from \$9, different lots today below \$8, which price, however, might be designated

as the bottom of the price list for beef steers. Cows and bulls are strong, but not as high as steers. A load of choice heavy cows was put up today at \$7.75, for shipment to an Eastern killer, and best bulls were bought at \$7.50@7.85. There will soon be a fair number of cattle offered, and the receipts will assume mammoth proportions by early fall, as there is a record number of cattle being grazed this year. Several big shippers, with 1,000 head and upwards, have expressed themselves as desiring to start their cattle early, "before the rush," a policy which may set the date of the said rush some weeks ahead of schedule time. Some of these cattle are only waiting for the signal to be loaded on the cars and sent to market.

Hog receipts today were 16,000 head, two thousand above the estimate, which is a way the hog run has of doing now, receipts last week showing an increase of 15,000 head over previous week. The market was lower today, weights under 200 lbs. getting most decline, and selling 5c. or more under yesterday's figures. Shipping hogs sold largely at \$9.60@9.80, weights up to 300 lbs., with fancy heavy hogs to packers up to \$9.90. Corn planting has now progressed to a point in territory surrounding Kansas City where it does not interfere with hauling hogs to loading points, and a normal run may be counted on from now on. Receipts continue to include many shipments from distant breeding sections, heretofore unknown in the hog raising game, consignments today from Utah, and hogs expected tomorrow from Idaho, these hogs coming from a distance, usually a strong, healthy lot.

Sheep and lambs sold strong today, receipts 8,000 head, embracing shipments from many regions. Arizona had about 3,000 head here, including spring lambs at \$10.40@12.25; yearlings, clipped, at \$9.10@9.50; clipped ewes, \$8. Texas sent 1,000 fat wethers, clipped, 90 lbs., at \$8.75, and 1,000 killing goats, 83 lbs., at \$6. Native spring lambs are now coming, and sell up to \$12.25, and clipped Westerns bring \$10@10.85, practically no woolled Western lambs coming.

ST. LOUIS

(Special Letter to The National Provisioner.)

National Stock Yards, Ill., May 24.

A moderate supply of cattle amounting to 11,000 with 15,000 on the Southern side, a continuance of strength and activity in all grades, especially in beef cattle and prices up 25@50c. characterizes the market for the week ending today. While, of course, prices in all instances do not show the extreme advance, it is made up in the cost, when the warm weather is taken into consideration, which has resulted in heavier fills. Probably 80 per cent. of the offerings on sale this week went to steers, and it can be said the quality has showed much improvement and is as good if not the best that has been offered this season. Yearling steers and heifers, long fed yearling steers and heavy beef steers have commanded the highest prices all around. Numerous sales have been consummated in the above grades around and above the ten dollar figure. On Wednesday of the current week a string of Illinois steers averaging 1,358 reached the \$10.20 figure, a string of Missouri steers averaging 1,000 pounds reached the \$10.10 figure and a string of Missouri yearling steers and heifers reached the \$10.25 figure, the latter equaling the season's top on yearling steers and heifers and \$10.20 being the season's top of heavy beef steers. Lots of steers throughout the week went to the scales in a range from \$9@9.85, on Tuesday steers averaging 1,282 brought \$10. Cows have sold up to \$8.50 and stockers and feeders up to \$8.50 during the week. These grades are selling strong and some sales are recorded 15@25c. higher for the week. Vealers are up a quarter, selling up to \$11.50. Texas was represented on the Southern side with twelve loads of steers that showed considerable quality and could be called good killers, the best load averaged 1,165 and sold for \$9.25, one

load about the same weight at \$9 and the balance at \$8.75. The \$9.25 and the \$9 loads establishes the market's price record for Texas cattle.

Hog receipts have shown a decrease, the week's supply amounting to 46,000. Prices today are about 10@15c. above the corresponding time a week ago on the heavy grades, while pigs and light hogs show from 15@25c. advance. Heavy hogs of good quality have been a little scarce the current week, although the light hogs are showing good quality and at this writing are selling within 5c. of the top of the market, it might be a different story, however, if good heavy hogs of good quality were plentiful. Today's prices for mixed and butchers and good heavy hogs are up to \$10.05, pigs and lights in a range from \$7.75@10, and the bulk \$9.80@10.

A liberal supply of sheep and lambs have been received, the week's supply amounting to 23,000. The offerings have been confined somewhat to common and medium grades, although some choice shorn ewes, shorn lambs and spring lambs have been on sale quite frequently, these grades of course showing the most strength in prices. Native shorn ewes are selling up to \$8.70, shorn lambs up to \$11.15 on Monday. On Wednesday a small band of Tennessee spring lambs averaging 69 pounds sold to the city butchers at \$13.40. However the packers have not been above \$13.25 on these grades during the week. Prices on lambs at this writing are steady with the week's high time while other grades are down 10@15c.

OMAHA

(Special Letter to The National Provisioner.)

So. Omaha, Neb., May 23.

Cattle receipts are running pretty much the same as at this time last year, last week's supply being about 19,500 head. It is largely a run of beef steers, and the arrivals include very little cow stuff or stockers and feeders, and the quality of the offerings is very good as a rule. The demand from all sources has been healthy, both local dressed beef men and shipping buyers wanting all the choice beefs they can get so that the trend of values has been upward and with a 15@25c. advance last week and a further advance of 10@15c. this week, prices for fat cattle are not only the highest of the season, but the highest they (Continued on page 35.)

SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending May 20, 1916:

CATTLE.	
Chicago	29,770
Kansas City	17,849
Omaha	14,864
East St. Louis	9,611
St. Joseph	6,667
Cudahy	520
Sioux City	3,520
South St. Paul	4,669
New York and Jersey City	7,200
Fort Worth	5,819
Philadelphia	3,435
Pittsburgh	680
Oklahoma City	2,552
HOGS.	
Chicago	132,781
Kansas City	57,486
Omaha	45,753
East St. Louis	38,937
St. Joseph	48,229
Cudahy	4,321
Sioux City	19,248
Ottumwa	11,400
Cedar Rapids	7,636
South St. Paul	38,037
New York and Jersey City	24,719
Philadelphia	18,565
Pittsburgh	9,822
Oklahoma City	2,434
Chicago	51,547
Kansas City	20,006
Omaha	19,062
East St. Louis	9,713
St. Joseph	6,911
Cudahy	143
Sioux City	1,804
South St. Paul	3,205
New York and Jersey City	22,967
Fort Worth	18,526
Philadelphia	6,250
Pittsburgh	1,092
Oklahoma City	3,786
SHEEP.	

ICE AND REFRIGERATION

ICE NOTES.

Rogers, Ark.—The Victor Creamery at Rogers has been damaged by fire.

Newburgh, N. Y.—A dry cold storage plant has been installed by Messrs. Ellish & Roth, and is now in operation.

Milton, Ore.—Building of the Milton Ice & Cold Storage Company has been destroyed by a fire of unknown origin.

East Alton, Ill.—The East Alton ice plant, owned and managed by A. H. Kaiser, of Mount Olive, Ill., has been destroyed by a fire, which started in the boiler room.

Fort Dodge, Ia.—The Crystal Ice Company will begin immediately on the erection of a \$50,000 artificial ice plant at South Seventh street and the Illinois Central tracks.

Boothbay, Me.—At the annual meeting of the Boothbay Harbor Cold Storage Company, L. A. Dunton was elected president and George W. Nelson, vice-president and treasurer. The following are the directors: F. W. Carlton, F. E. Stanley, E. T. Lewis, Mitchell Reed, N. J. Palson, George N. Nelson, John A. Burnham, L. A. Dunton, Ralph Burnham and W. T. Marr.

REFRIGERATION AND EDUCATION.

(Peter Neff, Canton, Ohio, in Refrigerating World.)

"How can I learn about refrigeration?"

This oft repeated question voices a growing aspiration on the part of those who are brought in contact with the industry; it indicates a broadening of ideas and is an index to the value of refrigeration in our complex civilization.

In the earlier days, the operating of a refrigerating equipment was but an incident in steam engineering practice, no special qualifications were required of the one who was to have charge of it.

The emergence of the art of refrigeration from steam engineering into a sphere of its own, came rapidly when the start was once made, and is attested by the growth of associations which have refrigeration as their basis for existence.

Those who have been in touch with the industry, are cognizant of this change and the question "How can I learn about refrigeration?" has been asked by each one; it may not have been expressed to others, but just

as truly asked. The answer necessitates a knowledge of the individual and the circumstances surrounding him. When some of us who have been long connected with the industry asked this question in our earlier days, the answer was a very indefinite one; today it may be answered more certainly.

In the past the industry had a certain glamour to it, to produce ice in the summer was such a curious thing that people came miles to see it; no one dreamed of the coming of a time when it would be one of the necessities of life. Now there is literature on the subject, and much can be gathered from listening to discussions of the problems which are presented. Technical institutions have it in their curriculum.

How best can an individual avail himself of the opportunities now offered? Does the field offer the inducements that are to be found in other branches of engineering? The demand today for men trained in the art is in excess of the supply, and there is plenty of room for one who is thoroughly trained. What that training should be and how it may be obtained by the individual are the vital questions.

The goal of the refrigerating engineer is an ever receding one, marking the industry as one that is developing and broadening continually. As we approach the goal it recedes but in doing so exhibits an ever increasing fascination. So it becomes a race in which some stop at certain mile posts, while others press on to higher and higher attainments.

In an article I wrote in 1913, I tried to outline the elements that go to make up the true type of refrigerating engineer, and to show that by a combination of these elements we obtain varying grades in which excellence may be attained.

The elements were thermodynamics, physics, chemistry, mechanics, experience, law and co-ordination. By this last is meant that ability to harmonize facts, to analyze, to combine, to weigh evidence, to judge, to act, which is the result of innate ability, education, experience and character.

The degree with which these elements are combined in the individual will determine the grade in which for the time being he may be classed. The naming of these grades does not, to my mind, imply a superiority, but is used for convenience.

There are prefixes to the term refrigerating engineer, which are technical, superintending, practical, administrative and legal.

Technical Refrigerating Engineer.

He who has been privileged to obtain an unusually good education in the sciences, has two courses open to him: First, he may give up a number of years to hard practical work and thus obtain experience, and cultivate his power of co-ordination, or secondly, he may devote his time to the purely scientific side and become a technical refrigerating engineer.

Superintending Refrigerating Engineer.

There are some who have general charge of plants in which refrigeration plays a part, such men should have an education as will enable them to grasp and apply the principles of science to the problems which confront them. They must also have had experience. Possibly to the young man just starting out, experience is the great thing to be faced and it is one of those necessary adjuncts which cannot be gotten hastily, nor by a cramming process, time alone will enable him to claim his right to having had experience. Not that experience can be measured by years; the circumstances surrounding the getting of the experience and how it affects the individual are factors that must be considered.

Experience may make a man arrogant, self assertive and narrow, this phase is to be shunned; true experience gives to a man confidence, a mastery of self, a clearer vision, an ability to overcome difficulties, but above all an open mindedness which makes it possible for him to learn continually and to have respect for the opinions of others. Such is the experience that he who would be a superintending refrigerating engineer must aspire to.

My advice to young men with a fair education, is to seek positions where they may develop experience and co-ordination, but never to relax in the matter of study.

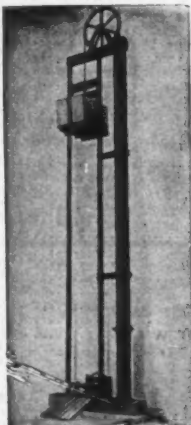
Practical Refrigerating Engineer.

To the man with an ordinary education, and who has had to work at the practical side of the industry, I say, seek knowledge, and begin at once to combine it with experience had, and here the experience must be of the true type. He must begin to cultivate his power of co-ordination, for this is the element which will help to blend the knowledge to be obtained with the experience had.

How best can this knowledge be obtained? There are many good schools which have a correspondence course which can be of great help; if not this, perhaps a night school, or

ICE HANDLING EQUIPMENT

For Manufactured and Natural Ice Plants
Cold Storage Houses, Car icing Stations



Our Machines are Designed and Built with a full knowledge of the requirements of prospective customers.

We offer the Services of our Engineering Department Free.

Are your facilities adequate? If not, write us today.

ICE TOOLS

for use in every department of your business.

Write for 1916 catalog.

GIFFORD-WOOD COMPANY

Works: HUDSON, N. Y.

New York

Boston

Chicago

Preparedness Safety First

WHATEVER the word used, the meaning is the same.

Your Refrigerating Plant must be prepared to protect your business—no matter how hot the summer—nor severe the service.

For this you *must* have the strongest, most reliable machine, the one that always runs—in short—the Frick.

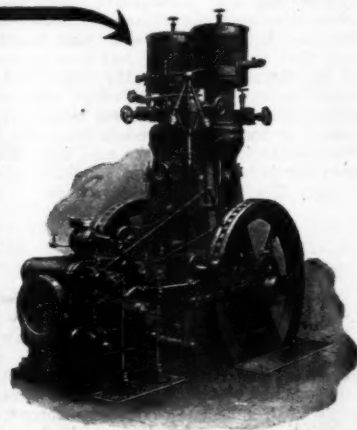
Why delay your decision longer, when you know it's been doing this for 34 years?

Frick Company, Waynesboro, Penna.

St. Louis, Mo.
New York, N. Y.
Pittsburgh, Pa.

Los Angeles, Cal.
Philadelphia, Pa.
Atlanta, Ga.

Baltimore, Md.
Dallas, Texas.



PURITY IS ESSENTIAL IN AMMONIA

For Refrigerating and Ice Making. Because nothing will reduce the profits of your plant so surely as Ammonia laden with organic impurities.

BOWER BRAND ANHYDROUS AMMONIA

is made from pure Aqua Ammonia of our own production, thoroughly refined and purified. Send for Free Book and Calendar.

HENRY BOWER CHEMICAL MANUFACTURING CO., 29th St. and Gray's Ferry Road, Philadelphia, Pa.

Specify BOWER BRAND AMMONIA, which can be obtained from the following:

ATLANTA: M. & M. Warehouse Co.
BALTIMORE: Wernig Moving, Haul, & Stge. Co.
BOSTON: Fifeid, Richardson & Co.; C. P. Duffee.
BUFFALO: Keystone Warehouse Co.
CHICAGO: F. C. Schapper, Wakem & McLaughlin.
CINCINNATI: Pan-Handle Storage Warehouse.
CLEVELAND: General Cartage & Storage Co.; Henry Bollinger Estate.
DETROIT: Riverside Storage & Cartage Co.
DALLAS: Oriental Oil Company.
HAVANA: O. B. Cintas.
HOUSTON: Texas Warehouse Co.
INDIANAPOLIS: Railroad Transfer Co.
JACKSONVILLE: St. Elmo W. Acosta.
KANSAS CITY: Crutcher Warehouse Co.
LIVERPOOL: Peter R. McQuie & Son.
LOS ANGELES: York-California Construction Co.
LOUISVILLE: Union Warehouse Branch.
MEMPHIS: Patterson Transfer Co.
MEXICO, D. F.: Ernst O. Heinsdorf.
MILWAUKEE: Charles L. Kiewert Company.
NEWARK: American Oil & Sup. Co.
NEW ORLEANS: Chas. F. Rants.

NEW YORK: Roessler & Hamacher Chemical Co.; Shipley Construction & Supply Co.
NORFOLK: Nottingham & Wrenn Co.
OKLAHOMA CITY: O. K. Transfer & Stor. Co.
PHILADELPHIA: Henry Bower Chem. Mfg. Co.
PITTSBURGH: Penna. Transfer Co.
PORTLAND, ORE.: Northwestern Transfer Co.
PROVIDENCE: Rhode Island Whse. Co., Edwin Knowles.
RIO DE JANEIRO: F. H. Walter & Co.
ROCHESTER: Shipley Construction & Supply Co.; Rochester Carting Co.
SALT LAKE CITY: Utah Soap Co.
ST. LOUIS: Pilabry-Becker Eng. & Supply Co.
ST. PAUL: Fidelity Storage & Transfer Co.; R. B. Whitacre & Co.
SAN ANTONIO: Oriental Oil Co.
SAN FRANCISCO: York-California Construction Co.
SAVANNAH: Benton Transfer Co.
SPOKANE: Spokane Transfer & Storage Co.
SEATTLE: York Construction & Supply Co.
TOLEDO: Moreton Truck & Storage Co.
WASHINGTON—Littledale, Alvord & Co.

a number may get together and have some one give them instruction along this particular line. In any event they must read, but much of this may need some interpretation. Here organizations will help, providing discussions are had of questions that come up. Trade papers will be found especially valuable.

In many places engineers have organizations, not necessarily of those engaged solely in the work of refrigeration, but perhaps steam engineering. Such organizations could have men who are familiar with the industry talk to them and lead in discussion. I find oft times a reluctance on the part of men to ask questions, because they fear their questions may seem foolish; get out of that attitude at the earliest moment; if the man of whom the question is asked ridicules it, drop that man from your list of questioners; on the other hand, do not be too prone to detect ridicule, none may be intended in the answer made.

In many places much progress in the development of the practical refrigerating engineer, as he may be termed, is being made along the lines indicated.

Administrative Refrigerating Engineers.

As to the class we have named as administrative refrigerating engineers, these are men who have the business of whatever they are engaged in on their hands. These should at least read much that is written regarding the industry and attend meetings of organizations where the problems are discussed, so that they may be better prepared to discuss the problems of their individual plant, and especially to weigh suggestions presented by their engineer. Much mutual help can be had by the management of a plant taking his engineer with him to meetings of associations; but there must be something besides the mere relationship of employer and employee before this can come about. This can be had by both sides making themselves more truly refrigerating engineers in their respective grades.

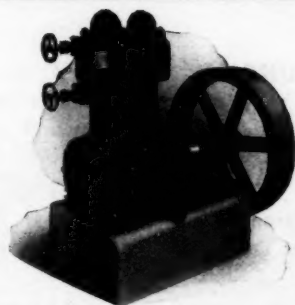
Legal Refrigerating Engineers.

Lastly, there are lawyers who are called upon, not so much to conduct litigation regarding refrigeration, although this does unfortunately happen sometimes, but who pass on contracts.

The legal profession is one that is so broad it takes in all industries and it behooves the lawyer who is to represent those using refrigeration to have at least a rudimentary knowledge of the principles involved. Those who have been on the witness stand or who have had occasion to go through a contract with a lawyer will appreciate fully my meaning.

Refrigeration is a boundless field and he who would travel it must be sufficiently educated to note landmarks, for if he has not this education he will be fearful and unable to proceed. Education, on the other hand, can never be fully had, it is something that must be continually augmented if one would advance by whatever path he choose to follow.

WATCH PAGE 48 FOR BARGAINS



Refrigerating Equipment

PREPAREDNESS in the Refrigerating Plant means the installation of the most Reliable and most Efficient Equipment obtainable.

The YORK ENCLOSED REFRIGERATING MACHINE has been developed to the highest state of perfection attained by this class of machinery.

Thousands of these machines are proving their character by earning handsome dividends for their owners.

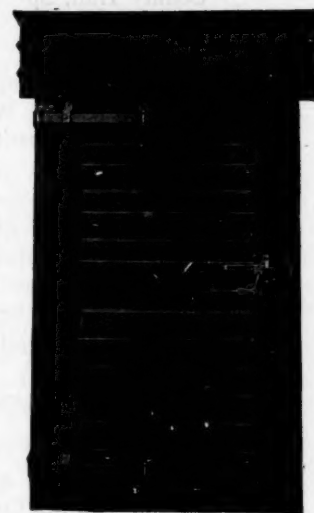
If you would have your Refrigerating Plant in the Highest State of Preparedness for the coming summer, install a YORK—make the start by writing us for information and prices.

YORK MANUFACTURING CO.

(Ice-Making and Refrigerating Machinery exclusively)

YORK, PA.

DOORS



For Cold Storage and Freezers

Have you ever examined our

JONES or NO EQUAL

types of Doors, and noted the heavy material used in construction, or how the massive "Jones" Automatic Fastener and "Jones" Adjustable Spring Hinges keep the door tight against the double and triple seals of contact.

If not, it's time! You should know why the Big Packers use our doors almost exclusively.

Made with or without trap for overhead rail. Cork insulated. Built for strength. A 96-page illustrated catalog upon request.

JAMISON COLD STORAGE DOOR CO.

Formerly

JONES COLD STORE DOOR CO.
Hagerstown, Maryland, U.S.A.

It is not every day that opportunity strikes at your door. We want, in each big city in the United States, a packer or soap manufacturer to whom we will give the sole right to install our apparatus in hotels, restaurants, etc.

LONDON COUNTY COUNCIL

Superintending Architect's Dept.
County Hall, Spring Gardens, S. W.
1st July, 1914.

Dear Sir:

Grease collecting apparatus "Patent Schilling" installed at the Westminster Technical Institute

With reference to your letter addressed to the London County Council, as to the apparatus for collecting grease installed at the Westminster Technical Institute:

The apparatus was installed about a year ago and appears to be satisfactory.

Yours faithfully,

(Sgd.) **W. E. AILEZ,**
Superintending Architect.

The Municipality of the City of Nordhausen, through its Commissioner of Buildings Giessler, writes:

"The apparatus is extremely simple, prevents stoppages, and the yield of fat is a very good one. The greater part of the fat con-

tained in the drainage is being saved."

"Your Schilling Fat separators collect a fat which is clearer and cleaner than the fat heretofore collected by any other separator."

(Sgd.) **The Utilization of Municipal Offal, Darmstadt.**

Private Office of

HOTEL SHERMAN COMPANY
At City Hall Square **CHICAGO**
U. S. Sanitary Effluents Sep. Apparatus,
Inc.,
35 Nassau St., New York City.

Gentlemen:—

We have your favor of recent date and in reply will say that your apparatus has been installed in our hotel and as near as we can figure, it saves us about thirty pounds a day.

Trusting that this may be satisfactory and assuring you that we are pleased to give you this information, we are,

Yours very truly,

HOTEL SHERMAN COMPANY,
(Sgd.) **F. W. B. Bering.**

Throughout Europe, more than 20,000 of our small size fat separators are installed on a co-operative plan. The apparatus is installed wherever fat, oil and the like can be recovered from waste water. Inasmuch as the apparatus brings about an instantaneous sanitary condition (the apparatus preventing waste pipes from being clogged with fat, oil and the like, and thereby doing away with annual plumbing bills), the hotels permit the installation without charge, and give the skimmings to the individual fat collecting company.

U. S. Sanitary Effluents Separating Apparatus, Inc.
35 Nassau Street, New York City

FOR PURCHASING DEPARTMENTS

MOTOR DRIVEN HYDRAULIC PUMP.

The accompanying illustration shows a new vertical triplex hydraulic pump designed and built recently by the Hydraulic Press Manufacturing Company, Mount Gilead, Ohio. It is of the pot valve type and capable of delivering a large volume of water against a high pressure.

The volume of water and pressure depends upon the diameter of the plungers with which the pump may be equipped. These may vary from 4 inches to 5½ inches. With each plunger making 45 strokes per minute, the 4-inch plungers have a capacity of driving 88 gallons against a pressure of 1,700 pounds per square inch. In the same length of time the 5½-inch plungers will deliver 183 gallons against a pressure of 800 pounds per square inch. The capacity of the pump varies pro-

10 feet, while the floor space of the pump without the motor is 8 feet by 5 feet 9 inches.

Necessarily this pump is sturdily built throughout to withstand the strain of delivering a large volume of water against the high pressures for which it is designed.

MOTOR TRUCK SERVICE STATIONS.

J. F. Bowman, director of sales of the Federal Motor Truck Company, has returned from a trip through the Middle West, during which he inspected several large service stations recently opened by motor truck agencies. Among the cities visited were St. Paul, Minneapolis, St. Louis and Chicago, where motor truck owners are given the best of service in the modern plants which have superseded the repair shops of a few years ago.

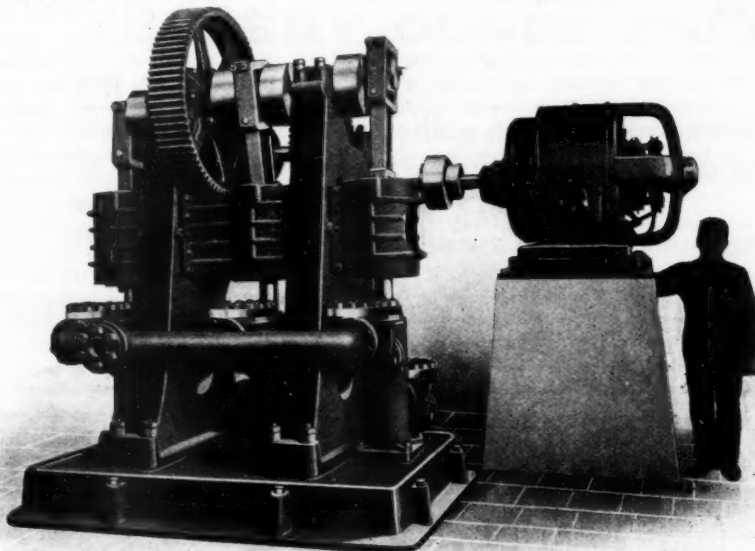


FIG. 1330 A

NEW MOTOR-DRIVEN HYDRAULIC PUMP.

portionately with the intervening sizes of plungers.

Each plunger of this pump has a stroke of 12 inches, with a normal speed of 45 strokes per minute. Thus the pump has a normal effective speed of delivering 135 feet of water per minute against a high pressure. The volume of this water in gallons of course varies with the diameter of the pump plungers.

On account of the large volume of water which this pump is capable of handling in a given time, each pump plunger is equipped with pot valves for both the suction and delivery chambers. The total area of these valves is proportionately no greater than the single valve type of pump, yet they permit the use of lighter checks which have greater freedom of movement than a large single check would have. The lift of the checks also is reduced, thereby cutting down the slippage which occurs in single suction and discharge valves when used on pumps of large water capacity.

This pump is designed for direct-connected motor drive only, and requires a 100-horse-power motor for operating. It has a double reduction of gears, the first being 5 to 1 and the second 3 to 1. The height of the pump is

"Service is an important factor in the automobile business, and the modern service station becomes a necessity," said Mr. Bowman. "However, considerable capital was required to build these large buildings and only during the last few years have the motor truck agencies been in a position to carry out their plans for large modern garages, similar to those erected throughout the country by the agents of the various pleasure automobile companies.

"But the motor truck has made tremendous forward strides during the last few months and years. It is now regarded as a necessity in business. Manufacturers have been enabled to reduce their transportation and delivery expenses to a great extent since the coming of the efficient motor truck. Bankers shared this confidence with other business men, and the local representatives of various motor truck companies throughout the United States have little difficulty in obtaining loans from their bankers when they decide to build modern service stations costing thousands and thousands of dollars.

"While in St. Louis I visited the modern service station recently opened by the Federal Motor Truck Company of St. Louis. The building has a frontage of 150 feet, with

a depth of 182½ feet. The floor of the station will accommodate 120 Federal trucks, besides allowing ample space for offices, stores, shops, wash racks, drivers' room, etc. Posts and other obstructions have been eliminated as far as possible, the trusses spanning 65 feet, and a saw tooth roof providing ample light throughout the day. Another large service station was recently opened by the Federal Motor Truck Company of Chicago, giving the company double floor capacity and fine sales rooms."

CHICAGO LIVESTOCK MARKET.

(Continued from page 31.)

It hardly seemed possible that so much sheep-and-lamb stuff could be raked together at this time. Fancy heavy ewes, that sold last week up to 9c. in a class by themselves have suffered a greater decline than any other variety and the common cull sheep, clipped lambs and springers, that the majority of local fed stuff carries, have sold largely at prices very disappointing to owners. The outlet for low-fleshed stock is very narrow and a liberal portion of the receipts since the opening of the week should have been left back in the country for better finish. Wednesday's quotations, which are somewhat problematical owing to the fact that but little stock is sold up until noon time, follow: Good to choice spring lambs, \$12@13; poor to medium, \$9@11; good to choice clipped lambs, \$10.75@11.10; poor to medium, \$10@10.25; culls, \$7.50@9; good to choice light yearlings, \$9.50@9.85; fat wethers, \$8.40@8.65; good to choice ewes, \$8@8.35; poor to medium, \$7.25@7.75; culls, \$4@6; government, \$2.50@3.50; bucks, \$6.75@7.25; Colorado woolled lambs, \$12.40@12.75.

OMAHA LIVESTOCK MARKET.

(Continued from page 31.)

have ever been in any May. Today choice heavy beefs brought \$10, and choice yearlings \$9.90. All classes of buyers are favoring the stronger weights. Yearlings, unless they are choice, are rather slow sellers. The bulk of the fair to good 1,000@1,350-pound cattle sell at a spread of \$9.40@9.80, and the common to fair warmed up and short-fed grades are bringing from \$8.25@9.25 and on down. Cows and heifers are comparatively scarce, and prices are the highest on record. Strictly prime heifers sell up around \$8.75@9.25, and the commonest kind of canners bring \$4.50@5.50. Bulk of the fair to good butcher and beef stock is selling at around \$7@8. Veal calves are unevenly higher than last week at \$9@12, and bulls, stags, etc., at \$6.50@8.50.

The run of hogs continues of moderate proportions, and weights are still running considerably lighter than a year ago. Last week some 54,000 hogs arrived, and they averaged around 230 lbs. Prices ruled quite a bit stronger all around, and the demand from both shippers and packers continues lively with all classes of buyers favoring the stronger weights. Light stuff, unless choice, is in indifferent demand, and sells at bottom figures. There were about 12,000 hogs here today, and they sold a dime lower. Tops brought \$9.70, as against \$9.80 on last Tuesday, and the bulk sold at \$9.45@9.60, as against \$9.55@9.65 a week ago.

Supplies of sheep and lambs have been comparatively light, as it is getting to be "in between" seasons. Woolled stock is practically all run and shorn grassers have not yet started. Prices have been very uneven, but desirable offerings still find a ready sale at very strong prices, and there is a very strong undertone to the general trade. Woolled lambs are selling at \$11@12, and clipped lambs at \$9.50@11. Spring lambs sell at \$11@13. Yearlings are quoted at \$9@11; wethers, \$8.25@9.75, and ewes, \$8@9.50. Clipped yearlings, wethers and ewes are selling about \$1 under woolled stock.

Chicago Section

Getting time to cast off or dehair your fuzzy Kelly.

The elephant, moose and donkey will now be Zoo headliners for awhile.

The "Man of the Hour" may be O.K., but—Gee! even two hours is longer than that.

Between Bryan's spurless dove and Teddy's beardless fish, we're up a boneless butt tree.

Sterne & Son Company will be represented at the Memphis convention of the cotton oil men by C. B. Martin.

If you are rich you are a thief; if you are poor you are a mutt. What's the use? Play 'em above the board, thasall!

Board of Trade memberships are selling at around \$4,100 net to the buyer, which means brokerage and 1916 dues paid.

The C. A. Young Company, of Johnstown, Pa., is putting in an Allbright-Nell hog scraper. This is another live concern.

W. J. B. has quit the grape-juice wagon and has clumb on the orangeade flivver. Oh, well! He's liable to flirt with anything.

"Hope springs eternal," etc. We may live long enough! They're playing both ends to the middle rapidly, but where's the equator?

Swift and Company's sales of fresh beef in Chicago for the week ending Saturday, May 20, 1916, averaged 12.70 cents per pound.

Mary has a well-filled hose, which we are sure that Mary knows. Perhaps that's why, if wet or dry, that Mary holds her skirt so high. Rubbers!

A. W. Gaddum, the Brecht Company's Chicago representative, has just returned from a trip through his territory and says business is very satisfactory.

"Do not hide your light under a bushel" must sound silly to T. R. It would take one of those floating drydocks, inverted, to hide his'n! And then some.

Guessing and systematic speculative playing is all wrong, Uptub! The "only way" is to frame it so it goes anyway—if you can. Next to "but" comes that "if."

If that, "He's all right, but—" stuff were a fact, there wouldn't be many of us worth a continental gosh-ding. Some people would tack a "BUT" sign on to God Almighty!

In view of the fact civilization does not seem to have made such wonderful headway in the past 300,000,000 years, it may be well to get busy on that superpreparedness stuff and waste no time.

The National Live Stock Exchange Committee would fain have us imagine we can

hear the strains in the distance of "The wail of the Lonesome Kine." Their favorite tune, however, is, "The Kale from the Well-Filled Swine!"

Problematic.—What is the absolute minimum weight of 50 pounds of ice delivered direct from the wagon? What is the minimum weight of a ton of coal, wet or dry? What is the possible maximum weight of a 200 lb. hog well "filled"?

Fred C. Sawyer, of Swift & Company, as an amateur auto-racer is making the professionals sit up and take notice. On several occasions recently he has put his Mercer through in professional record time. A natural-born racer!

The Hammond-Standish Company, the Sullivan Packing Company, and Parker, Webb & Company, Detroit, Mich., are all making extensive additions to their already large plants. The same thing obtains all over the country—improvements and extensions.

"Walk" does rhyme with "talk," at that, but it takes money and men to build up an adequate army and navy. Now, if it were up to Congress to appropriate money enough to put every packer in the country in the "pen," those yahoos would work night and day to that end!

Some genius oughter take the pieces the censors cut out of the films, make a whole filum of 'em, and put it on in Hammond, Ind., on Sundays. Then move all the cabarets down there, and six or eight breweries, and you wouldn't be able to hire a taxi in Chi for love or money!

The Home Dressed Meat Company, of Altoona, Pa., is coming to the front rapidly for a new concern. It has a quartet of leaders hard to beat in C. L. Salyards, F. X. Endress, Charles Mattes and Peter Gutwald. Mr. Salyards was manager for Morris at Altoona for twelve years, and is a trade authority.

The National Supply and Equipment Company, People's Gas Building, Chicago, announce as sales agents that the San Francisco Salt Refinery has started refining nitrate of soda at their eastern branch, the Stauffer Chemical Company, Chauncey, N. Y., and are now in a position to make shipments from either coast.

That "peace" stuff is epidemic at all Chautauquas, except when they get into a scrap among themselves. Environment is quite a factor, so do not blame W. J. B. too much. On the other hand, fighting lions, tigers, elephants, etc., on their own dunghill is likely to result in an ingrown desire to fight everything and everybody, so do not blame T. R. too much! And then again, there's a difference between taking a drink and trying to drown oneself. There would seem to be a sane position between the extreme pacifist and the extreme belligerent, so do not blame W. W. too much. And there you are!

W. L. Gregson says in a letter to The National Provisioner: "With good hog receipts at Chicago and the West, very heavy receipts at the Southwestern points, and only a moderate trade in July and September product, the market this week has shown a remarkably steady, firm, and stubborn tone, and we can only account for it on the ground of an enormous export demand and a big consuming domestic trade. Reports on the jobbing trade are better than for two weeks past and the fresh meat trade everywhere is on an enormous scale. Some surprise is expressed at the light weights of the hogs being marketed, and it is argued from it that while those held back may not be heavy, they are plentiful. We believe the Southwest will market heavily for thirty days, and southern Iowa and contiguous territory for thirty days after that, but a break of half a dollar a hundred will be all that can be reasonably expected at the height of the run, and as product is not as high as hogs, we think no permanent decline in product can be expected on the present general outlook. We can't see nor hear of any relief in the way of substitutes for pork product, either on a peace or war footing, for a long period ahead."

The meat situation is reflected in the following expression of opinion in a letter to The National Provisioner from W. G. Press & Company: "The packers report a fair trade for cured hog products, but the fresh pork trade is very dull. Pork loins and butts are hard sellers. Pork loins are selling at 17c. and butts at 14½c. As the packer puts it, the trade has taken to the cheaper parts of the hog, such as cheek meats at 9c., pork trimmings at 9½c., ham bones at 11c., kidneys at 4½c., hearts at 5c., and blade bones at 10c. Enough of this class of meats cannot be had, and they are cleaned up rapidly

H. P. Henschien R. J. McLaren
HENSCHEN & McLAREN
Architects
Old Colony Bldg. Chicago, Ill.
PACKING PLANTS AND COLD STORAGE
CONSTRUCTION.

H. C. GARDNER F. A. LINDBERG
GARDNER & LINDBERG
ENGINEERS
Mechanical, Electrical, Architectural
Specialties: Packing Plants, Cold Storage,
Manufacturing Plants, Power Installations,
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1134 Marquette Bldg. CHICAGO

D. E. Washington, Mgr. & Chief Engr.

Wm. H. Kneans, Associate Engr.

PACKERS ARCHITECTURAL & ENGINEERING CO.
—ENGINEERS—

PACKING HOUSES, ABATTOIRS, COLD STORAGE

Manhattan Bldg., CHICAGO, ILL.

Cable Address Pacarco.

DOES your engineer run YOUR refrigerating plant to produce best results using an anhydrous ammonia he knows is best for YOUR interest, or

Must he produce the best results he can with an anhydrous ammonia which is purchased upon a basis OTHER than that of quality?

Your engineer knows that a guaranteed pure and dry anhydrous ammonia made from a strictly mineral base does produce best results.

Only by using such an ammonia can you reduce operating expenses.

Anhydrous **SUPREME** Ammonia

"EVERY OUNCE ENERGIZES"

Fill your requirements.

Used by most of the leading packers throughout the United States.

SUPREME means pure, dry, highest quality anhydrous ammonia.

Less power and less coal = less expense.

Better refrigeration and more satisfaction = greater efficiency.

MORRIS & COMPANY, Chicago, U. S. Yards

WESTERN PACKING and PROVISION COMPANY

UNION STOCK YARDS, CHICAGO

COMMISSION SLAUGHTERERS AND PACKERS

KILLERS FOR EASTERN PACKERS

*Dressed Beef, Hogs, Sheep, Veal, and all Products
Complete Government Inspection*

Members American Meat Packers' Association

John Agar Co.

Union Stock Yards CHICAGO, ILL.

**Packers and Commission
Slaughterers**

Beef, Pork and Mutton

Members of the American Meat
Packers' Association.

LEON DASHEW

Counselor At Law

320 Broadway, New York

Phones: Worth 2914-5.

References:

Armour and Company Joseph Stern & Sons,
The Cudahy Packing Inc.
Co.
Rosebrock Butter & Manhattan Veal &
Egg Co., Inc. Mutton Co.
New York Butchers United Dressed Beef
Dressed Meat Co. Co.

CHICAGO PACKING COMPANY

Beef and Pork Packers

Boneless Beef Cuts.

Sausage Materials.

Commission Slaughterers.

U. S. GOVERNMENT INSPECTION

Correspondence Solicited

**UNION STOCK YARDS
CHICAGO**

W. B. HULME

BROKER

PACKING HOUSE AND COTTON OIL
PRODUCTS—GREASE AND TALLOW
739 Postal Telegraph Building, Chicago
CODE: Cross Robinson

Established 1877

W. G. PRESS & CO.

175 W. Jackson Bl'vd, Chicago
PORK LARD SHORTRIBS
For Future Delivery
GRAIN Correspondence Solicited **STOCKS**

DOUBLE-REFINED NITRATE OF SODA

Immediate Delivery From
Either Coast

National Supply & Equipment Co.
Peoples Gas Bldg. Chicago

Representing

SAN FRANCISCO SALT REFINERY
SAN FRANCISCO, CALIF.

STAUFFER CHEMICAL COMPANY
CHAUNCEY, N. Y.

every day. Heretofore these parts of the hog were the hardest to sell. This plainly shows that the working class of people is beginning to back away from high priced meats, and it is our opinion that there will have to be a big revision of prices before the public will again become a liberal buyer of meats. Hogs around 10c., clipped lambs at \$11.30, and good cattle from \$9.85@10.40 have put prices of meats outside the reach of a large class of consumers. We think present prices for provisions are too high. We are approaching the season when the trade is dull. Corn planting is about finished and we fully expect that the June receipts of hogs will be the largest for the month of June on record. Therefore, we think all bulges should be taken advantage of to make sales, and we expect materially lower prices in June."

WATCH PAGE 48 FOR BARGAINS

CHICAGO LIVE STOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 15.....	13,667	1,261	33,006	10,346
Tuesday, May 16.....	4,129	5,966	21,223	12,914
Wednesday, May 17.....	18,492	3,651	45,840	13,480
Thursday, May 18.....	3,570	3,402	21,880	9,418
Friday, May 19.....	1,221	578	13,533	7,223
Saturday, May 20.....	114	2	10,201	1,501
Total this week.....	41,193	14,880	146,002	54,582
Previous week.....	38,028	14,813	100,283	58,941
Cor. week, 1915.....	42,724	12,171	141,923	61,412
Cor. week, 1914.....	41,716	11,637	107,953	58,050

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 15.....	3,579	8	3,647	1,436
Tuesday, May 16.....	822	2	2,282	609
Wednesday, May 17.....	3,562	1	1,719	624
Thursday, May 18.....	2,733	3	3,008	1,131
Friday, May 19.....	604	1	1,738	229
Saturday, May 20.....	33	1	827	137
Total last week.....	11,423	8	13,311	3,034
Previous week.....	12,303	206	17,308	5,598
Cor. week, 1915.....	6,899	1	10,232	5,478
Cor. week, 1914.....	15,554	93	16,000	12,509

CHICAGO TOTAL RECEIPTS LIVESTOCK.

	Cattle.	Hogs.	Sheep.
Year to May 20, 1916.....	889,953	3,856,799	1,336,336
Same period, 1915.....	777,388	3,112,647	1,252,512

Combined receipts of hogs at eleven points:

Week ending May 20, 1916.....	533,001
Previous week.....	490,000
Corresponding week, 1915.....	470,000
Corresponding week, 1914.....	470,000
Total year to date.....	12,830,000
Same period, 1915.....	11,088,000
Same period, 1914.....	9,274,000

Receipts at seven points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City, St. Paul) as follows:

	Cattle.	Hogs.	Sheep.
Week to May 20, 1916.....	119,500	434,500	127,100
Previous week.....	118,200	376,400	142,100
Same period, 1915.....	116,700	427,500	127,300
Same period, 1914.....	105,000	373,200	202,000

Combined receipts at seven markets for 1916 to May 20, and same period a year ago:

	1916.	1915.
Hogs.....	2,773,000	2,524,000
Cattle.....	10,831,000	9,096,000
Sheep.....	3,624,000	3,716,000

CHICAGO PACKERS' HOG SLAUGHTER.

	1916.	1915.
Week ending May 20, 1916:		
Armour & Co.....	29,908	
Swift & Co.....	16,400	
S. & S. Co.....	10,800	
Morris & Co.....	7,700	
Hammond Co.....	10,100	
Western P. Co.....	8,500	
Anglo-American.....	9,300	
Independent P. Co.....	10,800	
Bord-Lanham.....	5,700	
Roberts & Oake.....	3,700	
Brennan P. Co.....	6,000	
Miller & Hart.....	3,500	
Others.....	12,600	
Totals.....	134,700	
Total last week.....	94,800	
Total corresponding week, 1915.....	137,600	
Total corresponding week, 1914.....	95,500	
Total for 1916 to date.....	3,214,100	
Corresponding period, 1915.....	2,987,600	

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
This week.....	\$9.45	\$10.00	\$8.35	\$11.25
Previous week.....	9.20	9.80	8.10	10.75
Cor. week, 1915.....	8.90	7.65	7.25	10.25
Cor. week, 1914.....	8.50	8.50	5.85	8.50
Cor. week, 1913.....	8.05	8.00	5.75	7.00
Cor. week, 1912.....	8.05	7.70	5.65	7.00
Cor. week, 1911.....	5.95	5.90	4.75	6.00

CATTLE.

Good to choice steers.....	\$9.00@10.35
Yearlings, good to choice.....	7.50@10.10
Inferior steers.....	7.50@9.00
Stockers and feeders.....	7.25@8.35
Good to choice heifers.....	7.00@9.00
Good to choice cows.....	5.50@8.35
Cutters.....	4.00@5.25
Canners.....	3.50@4.60
Butcher bulls.....	7.00@7.50

Bologna bulls.....	5.00@7.00
Good to prime veal calves.....	9.00@11.25
Heavy calves.....	7.00@8.75

HOGS.

Prime light butchers.....	\$9.50@10.05
Fair to fancy light.....	9.75@10.00
Prime med. weight butchers, 240-270 lbs.....	9.90@10.10
Prime heavy butchers, 270-310 lbs.....	9.80@10.10
Heavy mixed packing.....	9.75@9.95
Rough heavy packing.....	9.60@9.80
Pigs, fair to good.....	8.25@9.25
*Stags subject to 80 lbs. dockage.....	8.90@9.50

SHEEP.

Shown yearlings.....	\$9.00@9.50
Fair to choice clipped ewes.....	7.75@8.90
Shorn wethers, fair to choice.....	8.00@9.00
Feeding lambs.....	9.50@11.50
Fed western lambs.....	11.00@12.75
Colorado wool lambs.....	11.25@12.90
Spring lambs.....	10.00@13.50
Shorn lambs.....	10.00@11.25

CHICAGO PROVISION MARKET

Range of Prices.

SATURDAY, MAY 20, 1916.

	Open.	High.	Low.	Close.
PORK—(Per bbl.)—				
May.....	23.52½	23.53	23.45	23.55
July.....	23.20	23.22½	23.10	23.22½
September.....	23.20	23.22½	23.10	23.22½
LARD—(Per 100 lbs.)—				
May.....	12.97½	12.97½	12.85	12.95
July.....	12.97½	12.97½	12.85	12.92½
September.....	13.10	13.10	12.97½	13.05
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.77½	12.85	12.77½	12.82½
July.....	12.77½	12.85	12.77½	12.82½
September.....	12.95	12.95	12.87½	12.95

MONDAY, MAY 22, 1916.

PORK—(Per bbl.)—				
May.....	23.45	23.45	23.17½	23.20
July.....	23.25	23.25	22.85	22.85
September.....	23.25	23.25	22.85	22.85
LARD—(Per 100 lbs.)—				
May.....	12.87½	12.87½	12.82½	12.82½
July.....	12.87½	12.87½	12.77½	12.77½
September.....	13.00	13.00	12.87½	12.87½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.77½	12.80	12.70	12.75
July.....	12.77½	12.80	12.77½	12.77½
September.....	12.90	12.90	12.77½	12.77½

TUESDAY, MAY 23, 1916.

PORK—(Per bbl.)—				
May.....	23.55	23.60	23.50	23.50
July.....	23.10	23.20	22.80	22.90
September.....	22.70	22.85	22.50	22.57½
LARD—(Per 100 lbs.)—				
May.....	12.75	12.75	12.72½	12.75
July.....	12.70	12.77½	12.65	12.72½
September.....	12.80	12.87½	12.77½	12.80
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.80	12.80	12.75	12.75
July.....	12.70	12.75	12.67½	12.72
September.....	12.77½	12.85	12.75	12.77½

WEDNESDAY, MAY 24, 1916.

PORK—(Per bbl.)—				
May.....	23.55	23.55	23.55	23.55
July.....	23.00	23.10	23.00	23.00
September.....	22.60	22.80	22.67½	22.70
LARD—(Per 100 lbs.)—				
May.....	12.75	12.75	12.75	12.75
July.....	12.80	12.82½	12.75	12.75
September.....	12.95	12.95	12.85	12.87½
RIBS—(Boxed, 25c. more than loose)—				
May.....	12.80	12.82½	12.77½	12.77½
July.....	12.80	12.85	12.77½	12.77½
September.....	12.87½	12.90	12.82½	12.82½

THURSDAY, MAY 25, 1916.

PORK—(Per bbl.)—				
May.....	23.50	23.50	23.50	23.50
July.....	22.85	22.97½	22.82½	22.92½
September.....	22.00	22.67½	22.57½	22.65
LARD—(Per 100 lbs.)—				
May.....	12.67½	12.67½	12.60	12.62½
July.....	12.70	12.70	12.60	12.62½
September.....	12.82½	12.82½	12.70	12.75

RIBS—(Boxed, 25c. more than loose)—				
May.....	12.62½	12.62½	12.57½	12.60
July.....	12.67½	12.67½	12.60	12.63
September.....	12.90	12.90	12.67½	12.75

FRIDAY, MAY 26, 1916.

PORK—(Per bbl.)—				
May.....	22.85	22.92	22.55	22.55
July.....	22.65	22.67½	22.30	22.30
September.....	22.65	22.67½	22.30	22.30

LARD—(Per 100 lbs.)—				
May.....	12.60	12.65	12.45	12.47½
July.....	12.60	12.65	12.45	12.47½
September.....	12.70	12.75	12.57½	12.62½

RIBS—(Boxed, 25c. more than loose)—				
May.....	12.60	12.62½	12.42½	12.45
July.....	12.60	12.62½	12.42½	12.45
September.....	12.70	12.72½	12.55	12.55

†Bid. †Asked.

CHICAGO RETAIL FRESH MEATS.

(Corrected weekly by Pollack Bros., 41st and Halsted Streets.)

Beef.	
Native Rib Roast.....	20 @28
Native Sirloin Steaks.....	25 @28
Native Porterhouse Steaks.....	30 @28
Native Pot Roasts.....	18 @18
Rib Roasts from light cattle.....	14 @18
Beef Stew.....	12 @18
Boneless Corned Briskets, Native.....	18 @18
Corned Rumps, Native.....	18 @18
Corned Bibs.....	11 @13½
Corned Flanks.....	12 @13½
Round Steaks.....	18 @25
Round Roasts.....	18 @18
Shoulder Steaks.....	18 @20
Shoulder Roasts.....	14 @16
Shoulder Neck End, Trimmed.....	12½ @12½
Roiled Roast.....	16 @18

Lamb.	
Hind Quarters, fancy.....	25 @28
Fore Quarters, fancy.....	18 @20
Legs, fancy.....	25 @27
Stew.....	14 @14
Chops, shoulder, per lb.....	20 @20
Chops, rib and loin, per lb.....	25 @25
Chops, French, each.....	16 @16
Mutton.	
Legs.....	20 @22
Stew.....	12½ @14
Shoulders.....	16 @18
Hind Quarters.....	20 @22
Fore Quarters.....	15 @17
Rib and Loin Chops.....	25 @25
Shoulder Chops.....	18 @20

Pork.	
Pork Loin.....	18 @20
Pork Clops.....	22 @24
Pork Shoulders.....	15 @15
Pork Tenderloins.....	35 @35
Pork Butts.....	18 @18
Spare Ribs.....	12½ @12½
Hocks.....	11 @12½
Pigs' Heads.....	6 @6
Leaf Lard.....	12½ @12½

Veal.	
Hind Quarters.....	20 @22
Fore Quarters.....	14 @16
Legs.....	20 @22
Breasts.....	14 @16
Shoulders.....	18 @20
Cutlets.....	30 @30
Rib and Loin Chops.....	25 @25

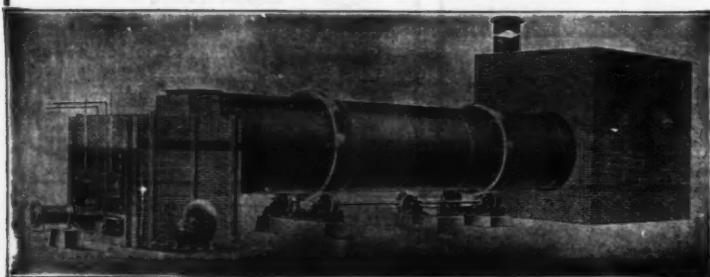
Butchers' Offal.	
Suet.....	4 @7
Tallow.....	4 @4
Bones, per cwt.....	67½ @67½
Calfskins, 8 to 15 lbs.....	29 @29
Calfskins, under 15 lbs. (deerskins).....	65 @65
Kips.....	22½ @22½

STERNE & SON CO.

Just Brokers

Tallow, Grease, Stearine
Animal and Vegetable Fats and Oils
Postal Tel. Bldg., Chicago

DRYERS AND CONTINUOUS PRESSES



Economical Efficient Great Capacity

SAVING IN LABOR ALONE IN ONE YEAR WILL
OFFSET COST TO INSTALL

For Tankage, Blood, Bone, Fertilizer, all Animal and
Vegetable Matter. Installed in the largest packing-
houses, fertilizer and fish reduction plants in the world.

Send for Catalogue T. B.

American Process Co.
68 William St., - - New York

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

Prime native steers	14	@ 14 1/2
Good native steers	13 1/2	@ 14
Native steers, medium	12 1/2	@ 13
Heifers, good	12	@ 12 1/2
Cows	10	@ 12
Head Quarters, choice	10	@ 12
Fore Quarters, choice	10	@ 12

Beef Cuts.

Beef Tenderloins, No. 1	24	@ 34
Beef Tenderloins, No. 2	27	@ 27
Steer Loins, No. 1	24	@ 24
Steer Short Loins, No. 1	23 1/2	@ 31 1/2
Steer Loins, No. 2	18 1/2	@ 18 1/2
Steer Short Loins, No. 2	23 1/2	@ 23 1/2
Cow Loins	15	@ 15
Cow Short Loins	18	@ 20
Steer Loin Ends (hips)	17	@ 17
Cow Loin Ends (hips)	12 1/2	@ 12 1/2
Strip Loin, No. 3	14 1/2	@ 14 1/2
Strip Loin, No. 1	17	@ 17
Steer Ribs, No. 2	16 1/2	@ 16 1/2
Cow Ribs, No. 1	14	@ 14
Cow Ribs, No. 2	13	@ 13
Cow Ribs, No. 3	13 1/2	@ 13 1/2
Rolls	14 1/2	@ 16
Steer Rounds, No. 1	14 1/2	@ 14 1/2
Steer Rounds, No. 2	14	@ 14
Cow Rounds	12	@ 12
Flank Steak	15	@ 15
Rump Butts	12	@ 12
Steer Chucks, No. 1	12 1/2	@ 12 1/2
Steer Chucks, No. 2	11 1/2	@ 11 1/2
Cow Chucks	10 1/2	@ 10 1/2
Boneless Chucks	10	@ 10
Steer Plates	9 1/2	@ 9 1/2
Medium Plates	9	@ 9
Briquets, No. 1	10	@ 10
Briquets, No. 2	9	@ 9
Shoulder Clods	12 1/2	@ 12 1/2
Steer Navel Ends	7	@ 7
Cow Navel Ends	6 1/2	@ 6 1/2
Fore Shanks	7	@ 7
Hind Shanks	5 1/2	@ 5 1/2
Hanging Tenderloins	12	@ 12
Trimnings	8 1/2	@ 8 1/2

Beef Offal.

Brains, per lb.	7	@ 7
Hearts	5 1/2	@ 6 1/2
Tongues	17	@ 17
Sweetbreads	20	@ 22
Ox Tail, per lb.	7 1/2	@ 8
Fresh Tripe, plain	4	@ 4 1/2
Fresh Tripe, H. C.	5 1/2	@ 5 1/2
Livers	8 1/2	@ 8 1/2
Kidneys, each	6 1/2	@ 6 1/2

Veal.

Heavy Carcass, Veal	13	@ 14 1/2
Light Carcass	15	@ 15 1/2
Good Carcass	16	@ 17
Good Saddles	17 1/2	@ 18 1/2
Medium Racks	11	@ 11
Good Racks	14	@ 14

Veal Offal.

Brains, each	7	@ 7
Sweetbreads	20	@ 20
Calf Livers	23	@ 24
Heads, each	25	@ 25

Lamb.

Good Caul Lambs	18	@ 18
Round Dressed Lambs	19	@ 19
Saddles, Caul	20	@ 20
R. D. Lamb Forces	16	@ 16
Caul Lamb Forces	15	@ 15
R. D. Lamb Saddles	22	@ 22
Lamb Fries, per lb.	20	@ 20
Lamb Tongues, each	4	@ 4
Lamb Kidneys, per lb.	12	@ 12

Mutton.

Medium Sheep	15	@ 15
Good Sheep	16	@ 16
Medium Saddles	16 1/2	@ 16 1/2
Good Saddles	17	@ 17
Good Forces	15	@ 15
Medium Racks	13 1/2	@ 13 1/2
Mutton Legs	16	@ 16
Mutton Loins	11 1/2	@ 11 1/2
Mutton Stew	12	@ 12
Sheep Tongues, each	2 1/2	@ 2 1/2
Sheep Heads, each	10	@ 10

Fresh Pork, Etc.

Dressed Hogs	15	@ 15
Pork Loin	17	@ 17
Leaf Lard	13 1/2	@ 13 1/2
Tenderloins	32	@ 32
Spare Ribs	9	@ 9
Butts	14 1/2	@ 14 1/2
Hocks	10	@ 10
Trimnings	10 1/2	@ 10 1/2
Extra Lean Trimnings	14 1/2	@ 14 1/2
Tails	7 1/2	@ 7 1/2
Snouts	4	@ 4
Pigs' Feet	6 1/2	@ 6 1/2
Blade Bones	9	@ 9
Blade Meat	9	@ 9
Cheek Meat	9	@ 9
Hog Livers, per lb.	3 1/2	@ 3 1/2
Neck Bones	3 1/2	@ 3 1/2
Skinned Shoulders	13 1/2	@ 13 1/2
Pork Hearts	7 1/2	@ 7 1/2
Pork Kidneys, per lb.	6 1/2	@ 6 1/2
Pork Tongues	14	@ 14
Slip Bones	5	@ 5
Tail Bones	6	@ 6
Brains	5 1/2	@ 5 1/2
Backfat	12 1/2	@ 12 1/2
Hams	17	@ 17
Casas	13	@ 13

Bellies	17	@ 17
Shoulders	18 1/2	@ 18 1/2

SAUSAGE.

Columbia Cloth Bologna	10 1/2	@ 10 1/2
Bologna, large, long, round, in casings	10 1/2	@ 10 1/2
Choice Bologna	12	@ 12
Frankfurters	13 1/2	@ 13 1/2
Liver, with beef and pork	10	@ 10
Minced Sausage	14 1/2	@ 14 1/2
Luncheon Sausage, cloth paraffine	13	@ 13
New England Sausage	16 1/2	@ 16 1/2
Prepared Luncheon Sausage	16 1/2	@ 16 1/2
Special Compressed Sausage	14	@ 14
Berliner Sausage	14	@ 14
Oxford Lean Butts	21 1/2	@ 21 1/2
Polish Sausage	12	@ 12
Garlic Sausage	20	@ 20
Country Smoked Sausage	17	@ 17
Farm Sausage	12	@ 12
Pork Sausage, bulk or link	12 1/2	@ 12 1/2
Pork Sausage, short link	12 1/2	@ 12 1/2
Boneless lean butts in casings	25 1/2	@ 25 1/2
Luncheon Roll	16 1/2	@ 16 1/2
Deliatessen Loaf	13 1/2	@ 13 1/2
Jellied Roll	18	@ 18

Summer Sausage.

Best Summer H. C. (new)	26 1/2	@ 26 1/2
German Salami	23 1/2	@ 23 1/2
Italian Salami (new goods)	26 1/2	@ 26 1/2
Holsteiner	18	@ 18
Mettvurst	19	@ 19
Farmer	21	@ 21

Sausage in Brine.

Bologna, kitta	1.00	@ 1.00
Bologna, 1/2 @ 1/2	2.00	@ 2.00
Pork link, kitta	1.75	@ 1.75
Pork links, 1/2 @ 1/2	2.20	@ 2.20
Polish sausage, kitta	1.75	@ 1.75
Polish sausage, 1/2 @ 1/2	2.20	@ 2.20
Frankfurters, kitta	1.75	@ 1.75
Frankfurters, 1/2 @ 1/2	2.30	@ 2.30
Blood sausage, kitta	1.00	@ 1.00
Blood sausage, 1/2 @ 1/2	2.00	@ 2.00
Liver sausage, kitta	1.00	@ 1.00
Liver sausage, 1/2 @ 1/2	2.00	@ 2.00
Head Cheese, kitta	1.00	@ 1.00
Head Cheese, 1/2 @ 1/2	2.00	@ 2.00

VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	25	@ 25
Pickled Plain Tripe, in 200-lb. barrels	3.35	@ 3.35
Pickled H. C. Tripe, in 200-lb. barrels	11.00	@ 11.00
Pickled Ox Lips, in 200-lb. barrels	21.00	@ 21.00
Pickled Pigs' Snouts, in 200-lb. barrels	22.00	@ 22.00
Sheep Tongues, Short Cut, barrels	55.00	@ 55.00

CORNED, BOILED AND ROAST BEEF.

No. 1, 2 doz. to case	2.15	@ 2.15
No. 2, 1 or 2 doz. to case	4.15	@ 4.15
No. 3, 1 doz. to case	14.50	@ 14.50
No. 14, 1/2 doz. to case	41.50	@ 41.50

EXTRACT OF BEEF.

2-oz. jars, 1 doz. in box	2.85	@ 2.85
4-oz. jars, 1 doz. in box	5.70	@ 5.70
8-oz. jars, 1/2 doz. in box	10.75	@ 10.75
16-oz. jars, 1/4 doz. in box	20.00	@ 20.00

BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. barrels	21.00	@ 21.00
Pint Beef	20.50	@ 20.50
Prime Mess Beef	20.50	@ 20.50
Mess Beef	20.00	@ 20.00
Beef Hams (250 lbs. to bbl.)	22.00	@ 22.00
Rump Butts	26.00	@ 26.00
Mess Pork	27.00	@ 27.00
Clear Fat Backs	28.00	@ 28.00
Family Back Pork	28.00	@ 28.00
Bean Pork	21.00	@ 21.00

LARD.

Pure leaf, kettle rendered, per lb., tes.	15 1/4	@ 15 1/4
Pure lard	14 1/4	@ 14 1/4
Lard, substitute, tes.	12 1/2	@ 12 1/2
Lard, compound	12 1/2	@ 12 1/2
Cooking oil, per gal., in barrels	91	@ 91
Cooks' and bakers' shortening tubs	14 1/4	@ 14 1/4
Barrels, 1/2 c. over tierces, half barrels, 1/2 c. over tierces; tubs and pails, 10 to 60 lbs., 1/4 c. to 1 c. over tierces.	15 1/4	@ 15 1/4

BUTTERINE.

1 to 6, natural color, solids, f. o. b. Chi.	15 1/4	@ 15 1/4
Cartons, rolls or prints, 1 lb.	16 1/4	@ 16 1/4
Cartons, rolls or prints, 2 @ 5 lbs.	16	@ 16
Shortenings, 30 @ 60 lb. tubs	12 1/2	@ 12 1/2

DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)		
Clear Bellies, 14 @ 16 avg.	16 1/4	@ 16 1/4
Clear Bellies, 18 @ 20 avg.	15 1/4	@ 15 1/4
Rib Bellies, 20 @ 25 avg.	15 1/4	@ 15 1/4
Fat Backs, 10 @ 12 avg.	12 1/2	@ 12 1/2
Fat Backs, 12 @ 14 avg.	12 1/2	@ 12 1/2
Fat Backs, 14 @ 16 avg.	13 1/4	@ 13 1/4
Extra Short Clears	14 1/4	@ 14 1/4
Extra Short Ribs	15 1/4	@ 15 1/4
D. S. Short Clears, 20 @ 25 avg.	15 1/4	@ 15 1/4
Butts	10 1/2	@ 10 1/2
Bacon meats, 1 1/4 c. more.		

WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	19 1/4	@ 19 1/4
Hams, 16 lbs., avg.	19 1/4	@ 19 1/4
Skinned Hams	21	@ 21
Casas, 4 @ 6 lbs., avg.	14 1/4	@ 14 1/4
Casas, 6 @ 12 lbs., avg.	14 1/4	@ 14 1/4
New York Shoulders, 8 @ 12 lbs., avg.	15 1/4	@ 15 1/4
Breakfast Bacon, fancy	23	@ 23
Wide, 10 @ 12 avg., and strip, 5 @ 6 avg.	20 1/4	@ 20 1/4
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	20 1/4	@ 20 1/4
Rib Bacon, wide, 8 @ 12 avg., and strip, 4 @ 6 avg.	15	@ 15
Dried Beef Sols.	25 1/4	@ 25 1/4

Dried Beef Insoles	28	@ 28
Dried Beef Knuckles	25 1/4	@ 25 1/4
Dried Beef Outsoles	23 1/4	@ 23 1/4
Regular Boiled Hams	27 1/4	@ 27 1/4
Smoked Boiled Hams	29	@ 29
Boiled Calas	19 1/2	@ 19 1/2
Cooked Loin Rolls	32	@ 32
Cooked Rolled Shoulder	19 1/4	@ 19 1/4

SAUSAGE CASINGS.

F. O. B. CHICAGO.		
Beef rounds, per set	15	@ 15
Beef export rounds	24	@ 24
Beef middles, per set	48	@ 48
Beef bungs, per piece	17	@ 17
Beef wassands	7 1/4	@ 7 1/4
Beef bladders, medium	40	@ 40
Beef bladders, small, per doz.	75	@ 75
Hog casings, free of salt	50	@ 50
Hog middles, per set	10	@ 10
Hog bungs, export	16	@ 16
Hog bungs, large, mediums	7 1/4	@ 7 1/4
Hog bungs, prime	6	@ 6
Hog bungs, narrow	3	@ 3
Hog stomachs, per piece	4	@ 4
Imported wide sheep casings		
Imported medium wide sheep casings		
Imported medium sheep casings		

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

FERTILIZERS.

Iried blood, per unit	2.85	@ 2.70
Hoof meal, per unit	2.50	@ 2.60
Concentrated tankage, ground	2.30	@ 2.40
Ground tankage, 12%	2.55	@ 2.60
Ground tankage, 11%	2.45	@ 2.50
Ground tankage, 9 and 20%	2.40	@ 2.45
Crushed tankage, 9 and 20%	2.20	@ 2.30
Ground tankage, 6 1/2 and 30%	18.00	@ 19.00
Ground raw bone, per ton	27.00	@ 28.00
Ground steam bone, per ton	23.00	@ 24.00

HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs. aver.	150.00	@ 160.00
Horns, black, per ton	30.00	@ 32.00
Horns, striped, per ton	33.00	@ 35.00
Horns, white, per ton	45.00	@ 50.00
Flat shin bones, 40 lbs. ave., per ton	65.00	@ 70.00
Round shin bones, 35-40 lbs., av. per ton	65.00	@ 70.00
Round shin bones, 50-52 lbs., av. per ton	80.00	@ 85.00
Long thigh bones, 90-95 lbs. av., per ton	90.00	@ 100.00
Skulls, jaws and knuckles, per ton	33.00	@ 35.00

LARD.

Prime steam, cash	12.77	@ 12.77
Prime steam, loose	12.47	@ 12.47
Leaf	12.25	@ 12.25
Compound	11 1/2	@ 12
Neutral lard	13 1/4	@ 13 1/4

STEARINES.

Prime oleo	12 1/4	@ 12 1/4
Tallow	11	@ 11 1/4
Grease, yellow	9 1/2	@ 10
Grease, A white	10 1/2	@ 10 1/2

OILS.

Oleo oil, extra	14 1/4	@ 14 1/4
Oleo oil, No. 2	13 1/4	@ 13 1/4
Oleo stock	11 1/2	@ 13
Neatsfoot oil, pure, bbls.	74	@ 74
Acidless tallow oils, bbls.	79	@ 80
Corn oil, loose	8 1/2	@ 8 1/2

TALLOW.

Edible	11	@ 11 1/4
Prime city	10 1/2	@ 11
Prime country	10 1/2	@ 10 1/2
Packers' prime	10 1/2	@ 10 1/2
Packers' No. 1	10 1/2	@ 10 1/2
Packers' No. 2	9 1/2	@ 9

GREASES.

White, choice	10 1/2	@ 10 1/2
White, "A"	10 1/2	@ 10 1/2
White, "B"	9 1/2	@ 10
Bone	9 1/2	@ 10
Crackling		@ 10
House		@ 9 1/2
Yellow	9 1/2	@ 9 1/2
Brown	8 1/2	@ 8 1/2
Garbage	7	@ 7 1/4
Glycerine, C. P.	.57	@ 58
Glycerine, dynamite	.85	@ 85
Glycerine, crude soap	.36	@ 37
Glycerine, candle	.44	@ 40

Retail Section

PRACTICAL TALKS WITH SHOP BUTCHERS

How One Smart Retailer Keeps Track of His Business

[EDITOR'S NOTE.—Retailers who say their business is too small to make bookkeeping worth while will find the story of this New York delicatessen dealer interesting. Mr. Flintzer gets some useful facts about this business in a very unique way, and without any red tape.]

William Flintzer does not twiddle his thumbs.

There are other delicatessen dealers in New York City who do not spend any time giving their thumbs the rotary motion known as "twiddling," but this story is about Flintzer — of the others, later.

Flintzer had been selling delicatessen in his store on upper Second avenue for two years before he learned that thumb-twiddling during the dull hours of the business would buy no shoes for the children. Thumb-twiddling is no longer popular as an indoor sport in this delicatessen store.

Flintzer now makes the dull hours, the thumb-twiddling hours, the most profitable hours of the day. When the customers are thinking of things other than "eats," and the day's kitchen work is well under way, Flintzer entertains himself with finding figure facts about his business. He put his store on a paying basis by giving his mind a job during those priceless hours when the store is free from customers.

During the first two years (the business going on eight years old) the receipts were fairly large, but the expenses seemed to swallow all the profit. Flintzer wasn't getting more than a living out of the store, so he decided to inject a little system into the business.

He Was Not a Systematizer.

Flintzer wasn't a systematizer; his training wouldn't permit the installation of an elaborate system of checks and balances, neither would the volume of the trade warrant any unusual expenditure. He wanted a simple check on his expenses; the receipts would take care of themselves.

It didn't take Flintzer long to learn, after he once put his mind to work, that the surest road to profit is by stopping the leaks in the business. He realized that increased volume of trade would put no money in the ginger jar if the expenses increased in proportion.

During the thumb-twiddling days this delicatessen dealer couldn't tell the percentage of his expense of doing business to his gross sales; he didn't know how much he paid for merchandise and how much went into personal expense and salary; he didn't know how much of a hole miscellaneous items were eating in the bank roll. Now Flintzer knows all this and much more. He handles his figures, too, without mental worry and in about half the time it would take in the old endless-column-totting way.

How He Got at the Facts.

Flintzer's method of getting at the facts of his business is so simple that he wonders why he didn't do the same thing the first month the store was open. He has a cash

register of the model that ejects a ticket for "pay outs" as well as for receipts. It was

<i>Pd 11/13/15</i>	5 *
	3.58
	.48
	4.65
	.56
	.88
	1.08
	.32
	1.00
	9.33
	1.41
	1.98
<i>Index bought for cash over Counter</i>	.60
	.34
	.8
	.4
	1.20
	.32
	.48
	3.01
	.76
	.13
	1.00
	.24
	.24
	.30
	.48
	5
	34.59 *
<i>Wholesale</i>	25.72
<i>Blumen</i>	25.72 *
<i>Aporn</i>	.45
<i>Kipshy</i>	.20
	.65 *
<i>Kate</i>	5.00
<i>Lory</i>	.14
<i>At Home</i>	10.00
<i>Keller</i>	4.50
<i>Shore</i>	.15
	19.79 *
<i>Summary</i>	
<i>Index</i>	34.59
<i>Chgd</i>	25.72
<i>Genl Exp.</i>	.65
<i>Salary</i>	19.79
<i>Total Pd Out</i>	80.75 *

Adding machine strip on which Flintzer has sorted, listed and totaled his expenses for the day.

around the "pay out" ticket that Flintzer built his system.

On the back of the "pay out" ticket a notation of the expenditure is made. And the expenditure cannot be too personal for a notation. Flintzer learned from experience that it pays to keep track of every cent.

The disbursements are distributed by divisions; merchandise bought over the counter; charge merchandise; salary; heat and light; rent; furniture and fixtures; and general expense. Salary includes all the personal expenses of himself and wife and the salary of his assistant; and the general expense division includes miscellaneous items.

During those minutes when Flintzer might be twiddling his thumb he sorts the "pay out" tickets by divisions. He then lists them on an adding machine and totals the items in each division. The strip on which the adding machine prints and adds the items is pasted in a manila book each day.

At the end of the month Flintzer runs through the manila book, listing and adding the division totals for each day, the resulting totals being the expenditures for the month for each division. These strips are pasted in the cash book on a page opposite the one on which he pastes the receipts for the month.

Sizes Up His Business Twelve Times a Year.

In any retail business it is of immense advantage to know the cost of doing business. This delicatessen dealer knows the monthly cost of operating his store in dollars and cents, or figured on a percentage basis. The total of his monthly receipts divided into his total expense, other than merchandise and fixtures bought, gives him the expense cost in percentage. Of course the difference between the total disbursements and the total receipts gives him the "nest egg" for the month.

Flintzer gets an intimate knowledge of his business twelve times a year. From month to month he can see by a glance at the pages of his cash book just how rapidly the "nest egg" is growing. It isn't guesswork, either.

It is easy for a retailer who doesn't watch his daily expenses to let a dollar dribble here and there. He sometimes feels that, if his volume of business is large enough, the expenses can go hang. Flintzer has demonstrated that it pays to watch the figures just as intently as a rat terrier watches a rat hole. He has proved also that thumb-twiddling should not be a part of a retailer's daily exercise.

William Flintzer makes a good living for himself and family out of a small retail business by watching the figures. His business is growing from year to year, and he says his bookkeeping system deserves much of the credit.

LOCAL AND PERSONAL.

A meat market has been opened on Main street, Franklin, Mass., by George W. Greene.

Theo. Noye and his son, Charles, who sold their meat market in Duncannon, Pa., to Kistler & Rotz several months ago, have purchased the business back again.

Greendale Market, Worcester, Mass., provision dealers, has filed a voluntary petition in bankruptcy with liabilities of \$2,385.94 and assets of \$1,000.

The meat market at Nantasket, Mass., conducted by Mr. Fairbank, has been enlarged and improved.

Webster Bros. have opened a meat market near the railroad station in West Charlotte, Vt., which will be in charge of Elmer Webster.

Doran & Doran are the proprietors of the Palace Meat Market, 315 Minnesota avenue, Grand Forks, N. D.

Melchorie Gibovich, who conducted a whole-

sale meat business in Savannah, Ga., for a number of years, died at his home, 416 President street, Savannah, after a long illness.

H. F. Sandner has taken charge of the meat market at Sigourney, Iowa.

The Washington Market, Corry, Pa., has been opened with a line of groceries, fruits, vegetables and meats. Clyde D. Wilcox is the proprietor.

Samuel Bingham has purchased the meat and grocery market in Lacona, Iowa, formerly conducted by Bert Haltom.

The meat and grocery market at 97 North street, Burlington, Vt., conducted by Joel F.

Boyce, has been sold to Joseph Carpenter.

Andrew Weisner's meat market at 261 Pratt street, Meriden, Conn., has been burglarized.

The annual outing of the Philadelphia (Pa.) Meat Packers' Association was held in Wilmington, Del., on Tuesday, May 16.

Theits Bros., meat dealers, 747 Patum avenue, St. Paul, Minn., have filed a voluntary petition in bankruptcy. Liabilities, \$1,401.42 and assets \$220.

William Rowe has sold the Empire Market and Grocery Company at Benton Harbor, Mich., to George Firehammer, of Bridgman. A building is being erected by Hoover &

Cash Received - July 1915						Sales
Summary of Cash Paid Out in July 1915						41.91
Furniture & Fixtures	Index Bought of Cash	Light & Heat	Salary	General Expenses		65.47
						53.37
						27.02
						58.17
						40.14
						59.84
						38.41
						50.39
						50.20
						35.17
						34.98
						34.52
						37.91
						40.40
						45.77
						58.04
						31.13
						56.03
						43.84
						41.25
						34.80
						45.27
						62.44
						38.16
						37.75
						32.46
						39.87
						35.90
						46.58
						57.74
						4,365.93*
Final Summary						
Paid Out						
Index Bought of Cash						
Index Bought of Jones						
Summary of Expenses						
Total Percent of Expense to Sales 19.94%						
Total Investment						

Two pages from Flintser's cash book. The page at the right shows sales by the day and total for the month; the one at the left shows cash paid out. The monthly receipts by days and the expenses by divisions are totaled, and the adding machine strips pasted in the cash book under the proper heads. The percentage of Flintser's expenses (light and heat, rent, salary and general expense) to his total receipts is the weather vane that controls his expenditures. Flintser himself is shown in the inset, at work at his bookkeeping system.

Monday in North Powder, Ore., in which they will open a meat market.

A meat market will be opened in Symco, Wis., by D. Nordholtz.

Mr. and Mrs. Charles H. Faulkner, 1006 Huron street, Toledo, Ohio, celebrated their golden wedding anniversary Sunday, May 14. Mr. Faulkner has conducted a meat and grocery market at 602-604 Lagrange street for the past forty-one years.

Edwin L. Wells, a butcher at Maybrook, N. Y., has been discharged from bankruptcy.

The meat and grocery market on Main street, Roff, Okla., conducted by the Blackwell Grocery Company, has been destroyed by fire.

Watrous & May have opened a new meat market in Higganum, Conn., which will be in charge of James Watrous.

John Spears has opened a new meat market at 41 North Sutter street, Eureka, Cal.

Edgar W. Dean, a provision dealer of Malden, Mass., has filed a voluntary petition in bankruptcy. Liabilities, \$2,770; assets, \$856.

R. J. Stemmler's butcher shop at 601 Ligonier street, Latrobe, Pa., has been purchased by George J. Vogle & Sons.

A new meat market will be opened in Lincoln, Neb., by Hockenbary & Miller.

Bates Nelson has sold his meat market in Circleville, Kan., to Pool & Deck.

A meat market has been opened at 906 Massachusetts street, Lawrence, Kan., by Roy Lawrence.

A meat market will be opened in Gould, Okla., by Suman & Fain.

P. T. Patzowski has opened a meat market in Marshall, Okla.

The P. D. Diltz meat market has been moved to 504 Minnesota avenue, Kansas City, Kan.

John Hoggatt has sold his interest to his partner, A. L. Carpenter in the meat market with the Peterson & Modine store at McPherson, Kan. Mr. Carpenter is now sole proprietor.

J. B. Springstead has closed out his stock of meats in Almont, Mich., and moved to Flint.

Sigmond Pats has opened a butcher shop in Eau Claire, Mich.

Louis Nelsen has opened a meat market in the Dodson building, Fremont, Mich.

Emil Plath is erecting a new butcher shop in Rogers City, Mich., and will move his stock to the new building about July 1.

Lloyd Webb has sold his interest in the meat stock of Winfield & Webb in Ovid, Mich., to Wm. Winfield, who will continue alone.

H. W. Butts has succeeded to the meat business of Bone & Butts at Tropic, Cal.

Delevan Manzer has purchased the B street store and stock of meats of L. C. Cummings in San Diego, Cal.

Cupp & Werner have purchased the Washington Meat Market, Washington, Kan., from H. H. Peterson.

Peter Sorenson has sold a half interest in his meat market at Fremont, Neb., to Jos. Cuhel.

J. H. Renwald has been succeeded in the meat business at Montrose, Iowa, by Tooney Bros.

J. T. Park and C. L. Eckerman have succeeded to the Eckerman meat and grocery business in Kinross, Iowa.

A. J. Bores has purchased the meat business of August Fritz in Spaulding, Neb.

G. W. Lyon has sold out his meat business in Marquette, Neb.

John H. Wisloh, a provision merchant, died at his home, 2019 Fulton street, Brooklyn, N. Y., from pneumonia.

Teofel Sawejka, a butcher of Rochester, N. Y., has filed a petition in bankruptcy.

Anton Swehla sold his butcher shop in Spillville, Iowa, to William Fisher.

The Chicago Market at 175 Merrimack street, Haverhill, Mass., has been opened under the management of Nathan Bornstein.

The meat market at 209 King street, Wilmington, Del., conducted by Fleith & Barber, has been destroyed by fire.

A public market is to be established in Cohoes, N. Y.

Raphael Greenbaum, who for many years was engaged in the meat business in Harlem, died at his home, 2394 Seventh avenue, New York, N. Y.

A meat department will be added to the grocery store at 722 West Seventh street, Sioux City, Iowa, conducted by Bailin Bros.

Frank Pahl has disposed of his branch meat market at Ruby, Mont., to Vickers & Innes, of Virginia City.

Albon & Marin have sold the Chippewa Meat Market, Sault Ste. Marie, Mich., to H. A. Williams.

William Markville has purchased C. A. Engstrom's meat market in Glenburn, N. D.

The N. Beck & Sons Company, Menasha, Wis., has been incorporated with a capital stock of \$25,000, to deal in meats, provisions, etc. The incorporators are: Nicholas Beck, Sr., Frank A. Beck and Alexander Beck.

A meat market has been opened at Zenda, Wis., by Wilcox & Koblentz.

The meat firm of Margraf & Meyer, at 1415 North Tenth street, Sheboygan, Wis., has been dissolved. Mr. Meyer will continue in the business.

Freman Lyon and Fred Biessman have purchased the meat market in Edgerton, Wis., formerly conducted by Mrs. George Nichols.

Harry Madison sold out his butcher shop in Sandstone, Minn., to Frank A. Will.

A meat market in Gully, Minn., has been purchased by Thor Moen.

William Southwell has engaged in the meat business at Lewell, Neb.

Joseph W. Tomek has purchased J. C. Tomek's meat market at Table Rock, Neb.

J. L. Lundberg will open a meat market in South Omaha, Neb.

E. O. Howard has purchased his partner's, J. M. Anderson, interest in the meat business at Milford, Neb.

Leo and Daniel Frenette will engage in the grocery and meat business at Houghton, Mich.

J. J. Fisher has purchased an interest in a meat market at Denton, Mont.

H. E. Raikie bought a meat business at Moline, Iowa.

The Empire Market Company, Cedar Rapids, Iowa, has been incorporated with a capital stock of \$20,000.

Geo. Rempp has sold his butcher business in Montezuma, Iowa, to Frank Van Gorp.

O. B. Mockel has sold his interest in the meat business at Gaylord, Minn., to A. H. Weinke.

A meat market has been opened at 109 Webster street, Madison, Wis., by Edward Nye.

Fred Schmidt has opened a meat market at McClusky, N. D.

Regnass & Son have sold their meat market in Dresser Junction, Wis., to A. J. Haas.

Charles Wingelin bought the meat market of R. Wilke and L. Siewert at Readfield, Wis.

Olund & Nystrom have sold out their butcher business in Beaver Creek, Minn., to A. M. Delap.

G. S. Otis bought a meat market in Miles City, Mont.

G. T. Fraser will erect a building at Valentine, Mont., and will engage in the meat business.

L. R. North has taken over the H. F. Huwaldt meat business at Broadwater, Neb.

Henry Krentzman has opened a meat department in connection with his grocery store on West Market street, Lewistown, Pa.

T. C. Brown's meat market at Blairsville, Pa., has been destroyed by fire.

Robert Tanke & Son have purchased the meat market at 410 Fourth street, Port Huron, Mich., from William Struss, who is retiring on account of ill-health.

New York Section

Vice-president Arthur Meeker, of Armour & Company, was in New York last week for a day or two.

T. E. Ray, in charge of Swift & Company's country houses in this territory, went to Chicago for a short visit this week.

Tim H. Ingwersen, head cattle buyer for Swift & Company at Chicago, was in New York this week calling on old friends.

Swift & Company's sales of beef in New York City for the week ending May 20, 1916, averaged as follows: domestic beef, 14.11 cents per pound.

Raphael Greenbaum, who for many years was engaged in the meat business in Harlem, where he was widely known and for more than 60 years a resident of this city, died Friday at his home, No. 2394 Seventh avenue. He was born in Germany 81 years ago. A daughter and two sons survive.

John Henry Wisloh, a provision dealer of 2919 Fulton street, Brooklyn, N. Y., died last week of pneumonia, after a short illness. Mr. Wisloh was born near Bremen, Germany, 53 years ago, and has been a resident of Brooklyn for more than 30 years. He is survived by his wife, his daughter and a son, now in California.

The following is a report of the number of pounds of meat, fish, poultry and game

seized and destroyed in the City of New York during the week ending Saturday, May 20, 1916, by the New York City Department of Health: Meat—Manhattan, 6,452 lbs.; Brooklyn, 36,210 lbs.; Queens, 2 lbs.; total, 42,664 lbs. Fish—Manhattan, 472 lbs.; Brooklyn, 3 lbs.; total, 475 lbs.

Commissioner Hartigan, of the Mayor's Bureau of Weights and Measures, summoned several hundred retailers, both butchers and grocers, before him this week to warn them against violations of the weights and measures laws. They will not be prosecuted at this time, but will be asked to sign acknowledgment of notice, so that the next time they may have no excuse of ignorance. The regulations called to their attention include the requirement for marking by retailers of net weight on smoked beef packages, bacon in jars, wrapped hams, butter prints, etc.

With the local beef market at record height, and likely to stay there or go higher, the demand continues good and beef salesmen are in the best humor for some time. The supply is very scanty, and as the beef appetite keeps up, especially in the restaurant and hotel trade, prices remain steady and each week sees a clean-up. The retail trade is not so happy, since the average consumer cuts down his meat purchases when prices go too high. Most retailers have not adopted the habit of following the market up and down so as to protect themselves, and at a time like this they hardly know "where they are at."

HEARN West Fourteenth St., New York

NO MEATS BUT EVERYTHING GROCERIES IN DRY GOODS LIQUORS AND APPAREL

HIDE AND SKIN MARKETS.

(Continued from page 30.)

gregated close to 30,000 hides. Spread native steers and native steers received the call. Two packers each sold 2,100 January and February spread native steers at 24c. along with 3 cars January, February and March native steers at 21½c. One killer sold a car each month June to January spread native steers at 28c.; another cleaned up 2 cars of February and March spread native steers at 23¾c.; 1 car Aprils at 25c.; 1 car of Mays 26c.; 1 car June at 27½c.; car each month July to November inclusive at 27¾c. and 1 car Decembers at 27¾c. Prominent operators are somewhat inclined to think that the car of June and car of Decembers only brought 27c. and advices from the west state that these 2 cars sold at 27¾c. Two cars of February and March native steers sold at 21½c. with holders now talking 22½c. for business. Three cars of April native steers sold at 23½c. and 3 cars May native steers at 25c.; 2 cars of May butts at 23c. and 2 cars of May Colorados at 22½c. which were moved by one killer. Some reports have it that the April natives sold at 23¾c., but the writer fails to have this price confirmed. There is more trading going on under cover but details are lacking at this writing. It is rumored that this trading consists of native steers and branded stock by one of the up town packers. Native steers are nominally quoted at 24@24½c. for Aprils; 25@25½c. for Mays. May butts are held at 23@23½c.; Colorados 22½@23c.; cows all weights 22½@23c.; bulls 19@20c. nominal. Small packers are quiet. Holders are now talking 22c. for native steers running back to the first of the year. Bulls are nominal at 19@20c.; no cows offered, with last sales of Aprils at 22c.

CALFSKINS.—The packer and city calfskin market is going at extreme prices despite the weakness shown in the western market. 3,000 5 to 7 lbs. skins sold at \$3.20, which is a 10 per cent. advance since our last report. Quotations range from \$3.15@3.20 for 5 to 7's; \$3.60@3.65 for 7 to 9's; and \$4.15@4.25 for 9 to 12's. Receipts are light with a good demand. Country calfskins are firm with very little change to report. Holders are quoting these at \$2.50@2.80 for 5 to 7's; \$3.10@3.40 for 7 to 9's; \$3.60@3.90 for 9 to 12's.

COUNTRY HIDES.—The country hide market is somewhat easier with very few hides changing hands this week. Sellers are offering 25 lbs. and up New York State hides at 19½c. with buyers' ideas not over 19c. flat for business. Some Pennsylvania extremes were offered at 22c. with buyers ideas of value at ½c. less but no sales confirmed at this figure. One large operator claims to have bought two cars of middle west butts at 19½c. also a car of western 25 lbs. and up hides at 19½c. selected and delivered tannery. New Englands are slow, dealers are talking 21½c. for extremes and all weights are held at 19½c. with some talking 19½c. Far southern hides 25/60 pounds are quoted at 19@19½c. flat asked and Northern 19½@20c. asked; tanners claim even the inside figures are too high for business now. A car of Pennsyl-

vania bulls sold at 17½c.; butts are being offered at 20c., but most buyers are indisposed to pay this price. Canadians are quoted at 19c. flat asked and extremes at 21c.; buyers regard these figures as much too high for business.

HORSEHIDES.—Steady to firm. Sellers are firmly asking \$7.25 for Eastern city goods. Fronts are being talked at \$5@5.50, and 21-inch butts \$2.75 demanded by all sellers, but no sales confirmed at over \$2.50. A lot of 5,000 English horsehides averaging 60 lbs. recently sold at \$7.25, with seconds 75c. less. Five thousand B. A. drys averaging 7¼ kilos are being offered both here and in Boston at \$5 C. & F. New York.

Boston.

Trading has been only moderate in Boston during the past week or ten days, but it is the opinion of many dealers that tanners are getting rather short on light weights and will soon be forced into the market. For this reason light hides are holding strong, and what sales have been made are at firm asking prices. The dealers in Ohio points are pretty well sold up on all kinds of hides, and are therefore in a strong position to meet a dullness in buying. A car of Ohio extremes moved in Boston at 22c. Dealers are asking

this price and up to 22½c. for further business. Butts are quoted at 20@20½c., with nothing selling at better than the inside figure. The Southern market is strong with prices higher. Hides from Alabama weighing 25 to 60 pounds are offered at 20c. A sale from this region was made recently at 19¾c. Northern Southern are firm, with all weights ranging around 20½c., which price featured a recent sale. New England extremes are offered at 21½c. The market is slow because of the lack of offerings. Some dealers report that they are sold ahead. Canadian hides are still running in poor quality, and few are offered in this market. Buff weights are held around 19c., with extremes up to 21½c., which figures are above buyers' views.

The calfskin market is quiet, with offerings extremely light and tanners still interested. Some tanners report that dealers have had their figures up too high, and are now willing to talk more reasonable offerings. A car of outside city skins is being offered at \$2.30 for the 4 to 5's; \$2.90 for the 5 to 7's; \$3.40 for the 7 to 9's; \$3.90 for the 9 to 12's, and \$4.30 for the 12 to 16's. City skins are held at 10c. higher. Few offerings of foreign skins are being received, and because of the uncertainty of shipping some tanners are not interested.

W. G. AGAR & CO. BROKERS

Packing House Products and By-Products

Dressed Beef, Fresh Pork, Dressed Pigs, Provisions, Lard, Tallow, Grease, Oils, Fertilizer, Hides, Bones.

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To the Heart of Leisureland

where woods are cool, streams alluring, vacations ideal. Between New York City (with Albany and Troy the gateways) and

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The Adirondacks

Lake Champlain

The North and West

The logical route is "The Luxurious Way"

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NEW YORK MARKET PRICES

LIVE CATTLE.

Good to choice native steers.....	\$8.65@10.25
Common to fair native steers.....	7.50@ 8.55
Oxen and stags.....	6.50@ 7.05
Culls.....	5.75@ 8.50
Cows.....	4.00@ 7.50
Good to choice steers one year ago.....	7.85@ 8.90

LIVE CALVES.

Live calves, com. to good, per 100 lbs.....	10.00@12.75
Live calves, yearlings.....	@ 7.00
Live calves, barnyard, per 100 lbs.....	—@—
Live calves, culls, per 100 lbs.....	8.00@ 9.00

LIVE SHEEP AND LAMBS.

Live lambs.....	@13.00
Live lambs, yearlings.....	8.85@10.75
Live lambs, culls.....	@ 7.00
Live sheep, good.....	7.50@ 8.00
Live sheep, common to prime.....	—@—

LIVE HOGS.

Hogs, heavy.....	@10.35
Hogs, medium.....	@10.35
Hogs, 140 lbs.....	@10.35
Pigs.....	@ 9.75
Roughs.....	@ 9.00

DRESSED BEEF.

CITY DRESSED.

Choice native heavy.....	15 @15 1/2
Choice native light.....	15 @15 1/4
Native, common to fair.....	14 @14 1/4

WESTERN DRESSED BEEF.

Choice native heavy.....	15 @15 1/2
Choice native light.....	14 1/2 @15
Native, common to fair.....	14 1/2 @15
Choice Western, heavy.....	14 1/2 @15
Choice Western, light.....	14 1/2 @15
Common to fair Texas.....	@14
Good to choice heifers.....	@14 1/2
Common to fair heifers.....	@14
Choice cows.....	@13 1/2
Common to fair cows.....	@13
Fleshy Bologna bulls.....	@13

BEEF CUTS.

	Western.	City.
No. 1 ribs.....	19 @20	@19
No. 2 ribs.....	18 @18 1/2	@18
No. 3 ribs.....	16 1/2 @17 1/2	@17 1/2
No. 1 loins.....	19 @20	@21
No. 2 loins.....	18 @18 1/2	@20
No. 3 loins.....	16 1/2 @17 1/2	@18
No. 1 hinds and ribs.....	17 1/2 @18	18 @18 1/2
No. 2 hinds and ribs.....	@17 1/2	@17 1/2
No. 3 hinds and ribs.....	@17	16 1/2 @17
No. 1 rounds.....	14 1/2 @15	@15
No. 2 rounds.....	@14	@14 1/2
No. 3 rounds.....	@13 1/2	@13 1/2
No. 1 chucks.....	@13	@13 1/2
No. 2 chucks.....	@12 1/2	@12 1/2
No. 3 chucks.....	@12	@12

DRESSED CALVES.

Veals, city dressed, good to prime, per lb.....	@18
Veals, country dressed, per lb.....	@16 1/2
Western calves, choice.....	@17
Western calves, fair to good.....	@15 1/2
Grassers and buttermilks.....	@13 1/2

DRESSED HOGS.

Hogs, heavy.....	@13 1/2
Hogs, 180 lbs.....	@13 1/2
Hogs, 160 lbs.....	@13 1/2
Hogs, 140 lbs.....	@14
Pigs.....	@14 1/2

DRESSED SHEEP AND LAMBS.

Spring lambs, choice.....	@21
Lambs, choice.....	@20
Lambs, good.....	@18 1/2
Lambs, medium to good.....	@17
Sheep, choice.....	@17
Sheep, medium to good.....	@15 1/2
Sheep, culls.....	@12 1/2

PROVISIONS.

(Jobbing Trade.)

Smoked hams, 10 lbs. avg.....	@19
Smoked hams, 12 to 14 lbs. avg.....	@18
Smoked hams, 14 to 16 lbs. avg.....	@18
Smoked picnic, light.....	@14
Smoked picnic, heavy.....	@13 1/2
Smoked shoulders.....	@14
Smoked bacon, boneless.....	@19
Smoked bacon (rib in).....	@17
Dried beef sets.....	@28
Smoked beef tongue, per lb.....	@20
Pickled bellies, heavy.....	@15 1/2

FRESH PORK CUTS.

Fresh pork loins, city.....	@20
Fresh pork loins, Western.....	18 @18 1/2
Frozen pork loins.....	15 @17
Fresh pork tenderloins.....	@23
Frozen pork tenderloins.....	@24
Shoulders, city.....	@16
Shoulders, Western.....	@14 1/2
Butts, regular.....	@15 1/2
Butts, boneless.....	@15
Fresh hams, city.....	@18
Fresh hams, Western.....	@17
Fresh picnic hams.....	@12 1/2

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs. per 100 pcs.....	75.00@ 80.00
Flat shin bones, avg. 40 to 45 lbs. per 100 pcs.....	65.00@ 70.00
Black hoofs, per ton.....	@ 80.00
Striped hoofs, per ton.....	@ 40.00
White hoofs, per ton.....	60.00@ 65.00
Thigh bones, avg. 85 to 90 lbs. per 100 pcs.....	85.00@ 90.00
Horns, avg. 7 1/2 oz. and over, No. 1's.....	125.00@150.00
Horns, avg. 7 1/2 oz. and over, No. 2's.....	@ 75.00
Horns, avg. 7 1/2 oz. and over, No. 3's.....	@ 60.00

BUTCHERS' SUNDRIES.

Fresh steer tongues.....	12 1/2 @14c. a pound
Fresh cow tongues.....	11 @12c. a pound
Calves' heads, scalded.....	@65c. a piece
Sweetbreads, veal.....	25 @75c. a pair
Sweetbreads, beef.....	25 @30c. a pound
Calves' livers.....	@25c. a pound
Beef kidneys.....	14 @15c. a pound
Mutton kidneys.....	@15c. a piece
Livers, beef.....	11 @13c. a pound
Oxtails.....	9 @10c. a piece
Hearts, beef.....	7 @ 8c. a pound
Rolls, beef.....	@30c. a pound
Tenderloin, beef, Western.....	25 @35c. a pound
Lamb's fries.....	8 @10c. a pair
Extra lean pork trimmings.....	@16c. a pound
Blade meat.....	@14c. a pound

BUTCHERS' FAT.

Ordinary shop fat.....	@ 4%
Suet, fresh and heavy.....	@ 6%
Shop bones, per cwt.....	@35

SAUSAGE CASINGS.

Sheep, imp., wide, per bundle.....	•
Sheep, imp., medium wide, per bundle.....	•
Sheep, imp., medium, per bundle.....	•
Sheep, imp., narrow, per bundle.....	•
Hog, free of salt, tcs. or bbls., per lb., f. o. b. New York.....	@50
Hog, extra narrow selected, per lb.....	@70
Hog, middles.....	@10
Beef rounds, domestic, per set, f. o. b. New York.....	@15
Beef rounds, export, per set, f. o. b. New York.....	@25
Beef bungs, piece, f. o. b. New York.....	@17
Beef middles, per set, f. o. b. New York.....	@50
Beef weasands, No. 1s, each.....	@ 7 1/2
Beef weasands, No. 2s, each.....	@ 4
Beef bladders, small, per doz.....	@75

*Owing to unsettled war conditions reliable sheep casing quotations cannot be given.

SPICES.

	Whole.	Ground.
Pepper, Sing., white.....	22	24
Pepper, Sing., black.....	18	20
Pepper, Penang, white.....	21	23
Pepper, red.....	27	30
Allspice.....	6	8
Cinnamon.....	21	25
Coriander.....	6 1/2	8 1/2
Cloves.....	19	22
Ginger.....	20	23
Mace.....	69	73

SALTPETRE.

Refined.....	35 @36 1/2
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GREEN CALFSKINS.

No. 1 skins.....	@ .40
No. 2 skins.....	@ .38
No. 3 skins.....	@ .20
Branded skins.....	@ .34
Ticky skins.....	@ .34
No. 1 B. M. skins.....	@ .38
No. 2 B. M. skins.....	@ .21
No. 1, 12 1/2-14.....	@4.30
No. 2, 12 1/2-14.....	@4.05

No. 1 B. M., 12 1/2-14.....	@4.05
No. 2 B. M., 12 1/2-14.....	@2.45
No. 1 kips, 14-18.....	@4.55
No. 2 kips, 14-18.....	@4.30
No. 1 B. M. kips.....	@4.30
No. 2 B. M. kips.....	@2.25
No. 1 heavy kips, 18 and over.....	@5.40
No. 2, heavy kips, 18 and over.....	@5.15
Branded kips.....	@3.55
Heavy brandel kips.....	@3.80
Ticky kips.....	@3.80
Heavy ticky kips.....	@4.80

DRESSED POULTRY.

TURKEYS.

Fresh killed, dry-packed—	
Old hens, dry-pkd., avg. best.....	31 @32
Dry-picked, old toms.....	29 @30

CHICKENS.

Fresh, coarse and staggy, 12 to box—	
Western, milk-fed.....	21 @22
Western, corn-fed.....	19 @20
Fresh soft-meat, barrels—	
Phila. and L. I. fancy, 3 to 4 lbs. to pair.....	38 @40
Va., selected, 3 to 4 lbs. to pair.....	@35
Philadelphia, fancy roasters.....	—@—
Penn., mixed sizes, per lb.....	—@—
Nearby, squab, per pair.....	.90 @1.00
Fowls—12 to box, dry-packed—	
Western, boxes, 60 lbs. and over to doz., dry-picked.....	@22 1/2
Western, boxes, 48 to 55 lbs. to doz., dry-picked.....	@22 1/2
Western, boxes, 43 to 47 lbs. to doz., dry-picked.....	@21 1/2
Western, boxes, 36 to 42 lbs. to doz., dry-picked.....	20 1/2 @21
Western, boxes, 30 to 35 lbs. to doz., dry-picked.....	@19 1/2
Western, boxes, under 30 lbs. to doz.....	18 1/2 @19
Fowl—Barrels, iced—	
Western boxes, 5 lbs. and over.....	@22
Western boxes, 4 lbs., dry-picked.....	@22
Old Cocks, per lb.....	15 1/2 @16
Fowl—bbls.—	
Southern and S.W., dry-pkd., 4 lbs. and over.....	@21 1/2
Other Poultry—	
Squabs, prime, white, 10 lbs. to doz. per doz.....	@4.50
Long Island fresh ducklings.....	@22
Geese, Western, fancy.....	—@—

LIVE POULTRY.

Chickens, broilers.....	30 @32
Fowls, light.....	@20
Roosters.....	—@—
Ducks, Long Island Spring.....	@24
Geese, per lb.....	—@—

BUTTER.

Creamery, extra (92 score).....	30 @30 1/2
Creamery, higher (scoring lots).....	30 1/2 @31 1/2
Creamery, Firsts.....	29 @29 1/2
Process, Extras.....	29 @29 1/2
Process, Firsts.....	28 @28 1/2

EGGS.

Fresh gathered, extras.....	24 1/2 @26
Fresh gathered, extra firsts.....	23 1/2 @24
Fresh gathered, firsts.....	22 1/2 @23 1/2
Fresh gathered, seconds.....	21 @22
Fresh dirties, No. 1.....	20 1/2 @21
Fresh chex, fair to good.....	@20
Duck Eggs, State and nearby Ind. runner.....	26 @27

FERTILIZER MARKETS.

BASIS NEW YORK DELIVERY.

Bone meal, steamed, 3 and 50, per ton.....	@30.00
Bone meal, raw, per ton.....	@35.00
Dried blood, high grade.....	@ 3.00
Nitrate of soda—spot.....	@ 8.00
Bone black, discard, sugar house del. New York.....	@21.00
Ground tankage, N. Y., 9 to 12 per cent. ammonia.....	2.95 and 10c.
Garbage tankage.....	@ 7.00
Fish scrap, dried, 11 p. c. ammonia and 15 p. c. bone phosphate, delivered, Baltimore.....	3.30 and 10c.
Foreign fish guano, testing 13@14% ammonia and about 10% B. Phos. Lime.....	—@—
Wet, acidulated, 7 p. c. ammonia per ton, f. o. b. factory (35c. per unit available phos. acid).....	nom @2.70 and 35c.
Sulphate ammonia for shipment, per 100 lbs., guar., 25%.....	@ 5.65
Sulphate ammonia, per 100 lbs., spot, guar., 25%.....	@ 5.75

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